

CHEMIST & DRUGGIST

The newsweekly for pharmacy

a Benn publication

October 12, 1985

New contract
still possible
for Scotland

Contractors vote
with their pens
for vetoed
package

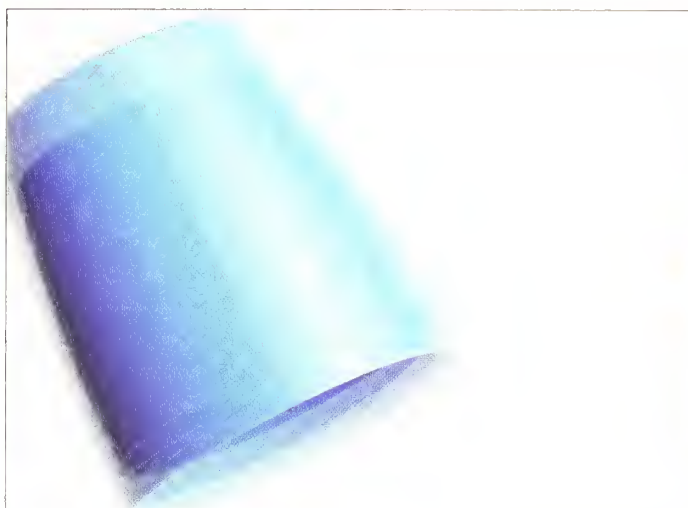
C&D interviews
David Sharpe
and PAC's
founders

BPA to register
as trade union

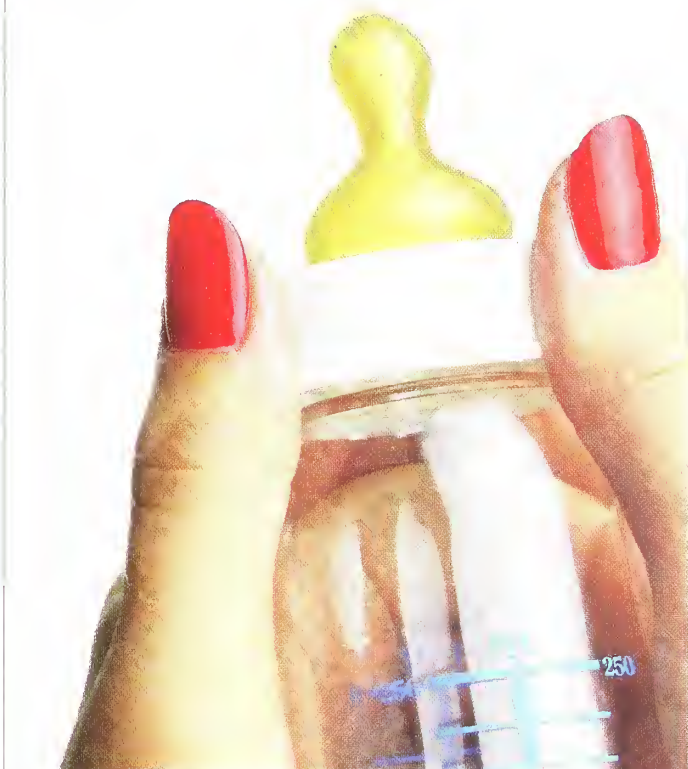
PSGB pushes
for rise in
basic grade pay

NAPD chairman
prompts anti-
PI campaign

Revlon and R-V
in US mergers



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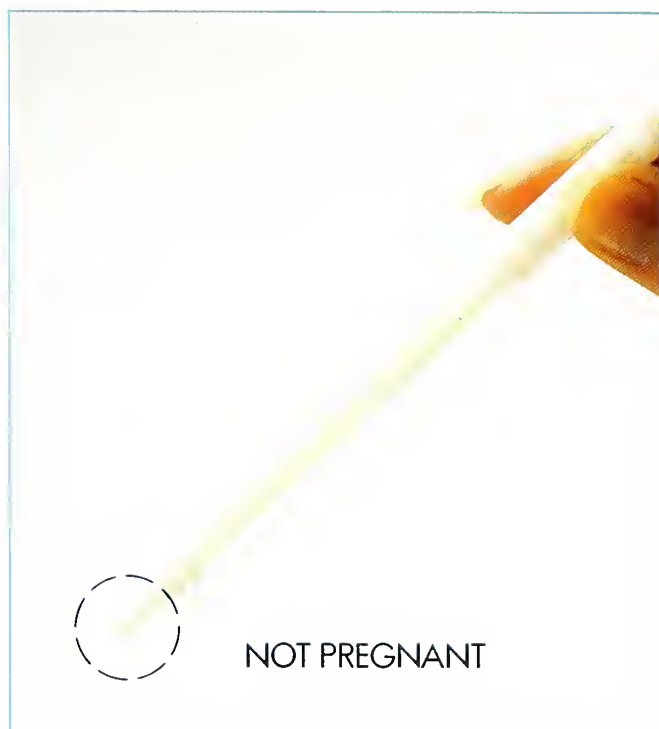
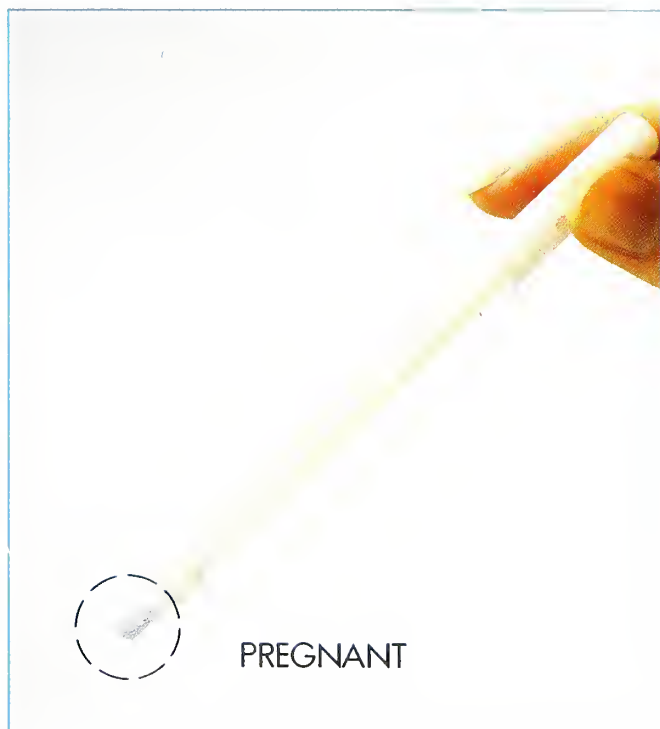
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COMMENT

So the words uttered last week by David Coleman, vice-chairman of the Pharmaceutical Services Negotiating Committee have come true (p589) and those pharmacists who had quietly backed the contract have stepped forward and made public their reaction to the loss of the new contract. The vast majority of letters to the Editor (pp672, 675 and 676) have expressed real frustration and anger at the Government's about face and, on the whole, support for PSNC. Perhaps too little support too late. Or is this just the tip of the iceberg and are the letters written by Ashwin Tanna, John Davies and Maurice Jackson (p651) to Ministers typical of the political lobbying PSNC must have hoped for some time ago.

PSNC chairman David Sharpe in an interview with C&D outlines the way ahead for contractors — hard negotiation spiced with a new realism and a



determination not to be pushed around — and the British Pharmacists Association's founders Alan Nathan and Meir Kattan set out their reasons why the contract package foundered.

As C&D prepared to go to Press the Pharmaceutical General Council (Scotland) decided unanimously to accept the contract package agreed by its negotiating team and the Scottish Department. It is now up to the Minister of State for Health in Scotland, Mr John MacKay, to honour promises already made to the PGC and back the final

reading in the Lords, on October 22, of the primary legislation that could make control of entry possible and legal North of the Border.

Although PSNC might then like to see someone challenge the legality of the Clothier Regulations which are founded on similar legislation to the now-discredited formula for introducing the new contract, the DHSS might choose to run rather than fight. The cause of pharmacy and the patient, could then be set back years in the rural areas. Pharmacists would do well to recall the words of PSGB president Dr Geoffrey Booth at the recent BP Conference and stop the infighting, be loyal to themselves and co-operate to present a united front — in this case to the Government in all future negotiations about role, health care, service to patients, professional responsibility, control of entry and remuneration.



Minister 'determined' on new Scottish contract

Scottish Health Minister John MacKay told the Pharmaceutical General Council last week that he remains determined to get the new contract introduced in Scotland.

"He gave an assurance that he was actively pursuing ways of retrieving the situation, given the current legal problems in England and Wales," Dr Colin Virden, PGC secretary, told *C&D*.

Legislation which it had been assumed would allow for the introduction of rational location in Scotland is before the Lords for a third reading on October 22.

Dr Virden points out that the Minister can amend the legislation as soon as the Lords return on October 14. This would allow the correct primary legislation to be laid, circumventing the controversial section 21 of the Health Services Act 1977, under which the regulations were to be laid South of the Border.

No further meeting is planned with Mr MacKay who is on holiday.

After a full meeting of the PGC on Wednesday chairman William McConnell said: "From today's vote (39 for the contract with no dissenters) it must now be obvious that the majority of Scottish pharmacists are in favour of the new contract."

"I am also pleased that as a result of an intensive 48-hour stint of hard work we were able to find a way around the English impasse."

Pharmaceutical Services Negotiating Committee chief executive Alan Smith wished the PGC the best of luck. "It is fortunate the Miscellaneous Provisions Bill is before the Lords. If the Government do not make any amendments to the Bill it shows it is uttering words rather than taking action."

While items related to fees, nil discount, increases in notional salary and profit margins can be discussed under the present contract, Mr Smith says negotiations on expansion of the advisory role and compensation for closure will have to be shelved.

Letters have been received at the PSNC office from contractors and LPCs expressing anger and frustration, he said, and also doubt about the future. ■ *C&D* got its *ultra vires* and *intra vires* in a twist last week on p592. PSNC has no doubt Clothier is *intra vires*, as are the new contract regulations.

Contract 'on ice' says PSNC

The Pharmaceutical Services Negotiating Committee will put the new contract on ice until the Government is in a position to implement it, chief executive Alan Smith told *C&D* this week.

"The Department of Health has reneged on an agreement. We will stay with the existing contract and continue along that line until the Department is definitive in its desire for a new contract, and not just a cost-cutting exercise."

Future policy will be decided at a PSNC meeting next week. The executive is awaiting further opinion from leading counsel. "We are asking whether he thinks both Clothier and the new contract are *intra vires* and secondly whether he can pinpoint any legal reason why the DHSS should have done a U-turn," said Mr Smith.

On May 14 in annex A of the contract offer the Department said: "The Government would make Regulations under existing statutory provisions to give FPCs the power to accept or reject applications to provide NHS pharmaceutical services." Mr Smith wants to know what has happened since stating that the statutory powers exist to make the DHSS change its mind.

'It's a pathetic sell-out' — Astill

"A pathetic and disgraceful sell-out!" was how Tim Astill, director of the National Pharmaceutical Association reacted to the new contract at a working dinner in Bath, just two days after the ministerial decision.

Mr Astill said that it was only with a very considerable effort of will that he stopped short of calling the new Minister for Health Barney Hayhoe, a downright liar. "It is scarcely credible," he said "that the Government should suddenly have discovered a gap in its legal powers when the negotiations had been led by a Minister who was himself a QC and an eminent practising barrister before he took up ministerial office."

He found it "virtually inconceivable" the DHSS should have wasted thousands of pounds-worth of civil service and ministerial man-hours on an agreement they had no legal power to implement.

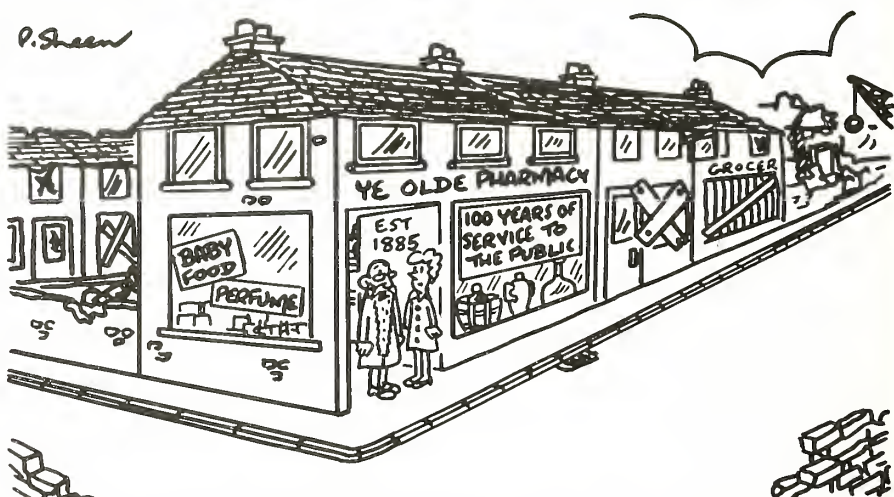
Premises rocket

The number of newly registered pharmacies reached a massive 136 in September, perhaps the biggest increase ever in a month. Only nine premises were deleted from the Pharmaceutical Register.

The regional figures are:

| | Added | Deleted |
|-----------------------|-------|---------|
| England (excl London) | 107 | 8 |
| London | 18 | — |
| Wales | 8 | — |
| Scotland | 3 | 1 |
| Total | 136 | 9 |

The total now stands at 11,374.



"I'm not sure I'll be able to survive till our '125th' in 2010, Miss Jones."

The bulk of the many letters to the Editor this week are in support of the new contract package negotiated by the Pharmaceutical Services Negotiating Committee and effectively put on ice by the Department last week (see pp 672, 675 and 676).

chosen to write direct to Barney Hayhoe, Minister for Health, the Prime Minister Margaret Thatcher or to PSNC chairman David Sharpe — their letters are published below.

John Davies, secretary of the Rural Pharmacists Association writes to the new Minister for Health, Barney Hayhoe:

"You have managed in a few days of office to shatter the aspirations of the majority of community pharmacists. Two years of dedicated work has been completely wasted by a decision which should have been seen months ago. I wonder how a Government department with all its so-called top quality legal minds, could have the gall to arrive at its decision on the brink of completion. There is considerable disbelief in the excuse put forward that legal problems have arisen. Has this Government lost so many cases in recent months, that it has now lost the guts to present two years of hard negotiations to the inspection of legality.

"Since the contract is now going to founder on the rocks of time, the most helpful move would have been to go ahead. If your will and inclination was so strong, Minister, you would have been judged far better even if the courts decided against the contract. You must know that you have condemned the pharmaceutical profession to months, or even years of insecurity.

"Your Government will not deserve to be re-elected if this is an indication of the way a governmental department ends two years of protracted negotiations. Any business which negotiated in similar fashion would deserve the scorn and discredit of those who dealt with them, and the outcome would be a shunning of future participation with them. The Government can expect similar mistrust because of this department's actions."

"The new contract had raised the hopes of many rural pharmacists. The way ahead seemed open to servicing rural people with a much improved

pharmaceutical development. You have dashed all such hopes. Your early days of office will never be forgiven or forgotten. Your credibility has been lost before it has even begun to be gained.

"The heels of all pharmacists who supported the 'new contract' will be dug in deeply against any move that will, in any way, show a reduction in the benefits and remuneration hitherto agreed upon."

Maurice Jackson also writes to Minister for Health, Barney Hayhoe.

"Along with 97 per cent of community pharmacists throughout the country, I feel aggrieved and extremely disappointed that you should choose to throw into the dust the proposed new pharmacy contract."

"This had been negotiated after many months of serious, thorough and happy discussion by our chosen negotiators, the Pharmaceutical Services Negotiating Committee. It received the blessing of the Pharmaceutical Society, the NPA, your predecessor Kenneth Clarke, his advisers, and was due to be presented and laid before Parliament a few days prior to your taking office."

"To make the excuse that there were legal difficulties to prevent the adoption of the new contract is absolute nonsense. You were simply bowing to the ear of the vociferous militants representing commercial interests and not the main body of professional pharmacists.

"If, as you say, new primary legislation is required, perhaps you will show both your own and the Government's goodwill by introducing this as soon as possible. Heaven knows, the Government's standing in the eyes of the public is pretty low at the moment and upsetting 15,000 community pharmacists will not help the situation."

Ashwin Tanna of London SE22 has written to the Prime Minister

"After a series of negotiations over fourteen months between PSNC and DHSS, the Government offered a new contract for NHS Community pharmacies last May. Minister for Health, Mr Kenneth Clarke, said: 'I would be appalled and surprised if pharmacists turned it down.'

Local Pharmaceutical Committee representatives accepted the offer. So the Pharmaceutical Society and PSNC have received with incredulity the news that your Government has decided it was not able to proceed with the new contract.

"It is difficult for me to understand how DHSS could have negotiated so far without making sure that its proposals were possible within the existing law or else that primary legislation would have to be introduced to provide necessary powers for the "limitation of entry" provision. Even Baroness Trumpington in her speech at Leeds BP Conference said the Government was fully committed to implementing the contract at the earliest opportunity.

"I respectfully ask you to take a personal interest in this important issue. I hope primary legislation will be introduced soon to prevent the constant fear of "leapfrogging" and the hardship and despair it creates to decent community pharmacists.

Monty Goldin of Gainsborough, Lincs to PSNC chairman David Sharpe:

"The proper thing for you and the executive of the PSNC to do is to resign. You no longer enjoy my confidence to negotiate further in matters which affect my dispensing contract."

"I must urge all like-minded pharmacists to follow my example"

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Society wants immediate rise in grade 1 pay

The Pharmaceutical Society is seeking an immediate increase in grade 1 hospital pharmacists' salaries and an urgent review of NHS pharmaceutical services.

The Society's secretary and registrar designate, Mr John Ferguson, has written to the Pharmaceutical Whitley Council management side expressing concern at the high level of grade 1 vacancies. He warns that patient services will suffer if no action is taken.

"Already the shortfall means that pharmacists in other grades are having to bear an excessive workload merely to maintain a basic service," he writes. "This means that they, in turn, are not able to provide the complete service related to their posts and thus aspects of the service are being reduced or withdrawn."

"A further exacerbation of the situation will lead to a complete breakdown in some of the patient services."

PAGB reveals new PPA dosage

The Proprietary Association of Great Britain has been successful in its representations to the DHSS over the use of phenylpropanolamine in cough and cold remedies in two respects.

Firstly, in the dosage level at which PPA is exempted from the Prescription Only Medicines Order and secondly, on the need for label statements on PPA-containing products to be in lay language. The latest *PAGB Bulletin* carries an article prepared by the DHSS to clarify PPA's legal status and recommendations by the Committee on the Review of Medicines.

When the POM Order is next amended, probably in the late Autumn, cough and cold remedies containing phenylpropanolamine hydrochloride will be Pharmacy medicines if labelled with a recommended dose of not exceeding 50mg per dose (MD), 100mg maximum daily dose (MDD) for controlled release capsules, and 25mg MD, 100mg MDD for all other pharmaceutical forms.

Cough and cold remedies labelled with a recommended dosage in excess of these limits or with no recommended dosage will be categorised POMs.

Chemist & Druggist 12 October 1985

Important elements of training are also being adversely affected, he continues. There could be a reduction in the number of preregistration places, resulting in some of these posts being converted to technician posts. In the long term this loss would be seriously detrimental.

One reason for the staff shortages is that the average age of hospital pharmacists is comparatively low so the rate of promotion appears to be slow. But an important factor is the substantial difference between grade 1 salaries and those available to newly registered pharmacists in community practice.

The letter urges that another comprehensive review of the NHS pharmaceutical services be undertaken immediately. As this will take time to complete, there must be some significant improvement in grade 1 salaries as an essential interim measure to maintain the service and halt the drift of young pharmacists to other areas of the profession.

A copy of the letter, together with a request for support for the review of NHS pharmaceutical services, has also been sent to the Department of Health chief pharmacist Dr B.A. Wills (see also p678).

The CRM says that justification should be provided for doses of PPA above 25mg as there are not known to be benefits from those doses that would outweigh the increased risks. PPA-containing products should not be recommended below the age of two, and all PPA sustained-release preparations should be contra-indicated in children. The maximum paediatric doses of standard preparations of PPA when not combined with other sympathomimetics should be: Age 2-6 years 6.25mg MD, 25mg MDD and age 6-12 years 12.5mg MD, 50mg MDD.

On warnings, the CRM say that Data Sheets should contain:

1. A warning that use of the product is contra-indicated in patients currently receiving or within 2 weeks of stopping therapy with monoamine oxide inhibitors.
2. Contraindication against use in hypertensive patients and against concurrent administration with anti-hypertensive agents.
3. A statement that the product should not be used in pregnancy without prior consultation with a medical practitioner.

Product literature intended for the lay public (eg labels, package inserts etc) should be compatible. Suitable words might be: "If you are under the care of your doctor or receiving continual prescribed medication or are pregnant then consult your doctor."

Members support Guild line

Initial reports from members have shown strong support for the Guild of Hospital Pharmacist's initial rejection as 'derisory' the offer of a 4.5 per cent pay rise, which was due last April.

Staff representatives are to seek a meeting as soon as possible with the management side of Whitley Council to discuss the matter, the Guild's Council decided at its September meeting. Council again expressed the view that the shortage of grade 1 and grade 2 pharmacists was worsening; a substantial pay increase was seen as the only way in which the hospital pharmacy service could be maintained at its present level.

Flexible gradings: The concept of flexible gradings had been suggested at the last Whitley Council meeting.

Council agreed that further consideration of this idea was needed. Management side would be asked to provide a more detailed paper.

Mr Robert Timson, chairman of staff side, recommended and Council agreed, that all Guild groups be offered the opportunity to meet a staff side representative to explain the negotiation process and the current situation.

No supervision for PMLs in '86?

Registered pharmacies will be able to sell PML products without the personal supervision of the pharmacist from January 1, under a proposed new Order of Parliament.

This will clear up the anomaly that pharmacists are required personally to supervise PML sales, while no such supervision requirement applies to agricultural merchants or saddlery premises.

Other proposed amendments to the Medicines (Exemption from restrictions on the retail sale or supply of veterinary drugs) Order 1984, seek to clarify the registration requirements for premises storing PML products and remove the sales turnover qualification.

Ministers propose to amend the definition of "qualifying business" for both merchants and saddlers by deleting the requirement that more than 50 per cent of turnover in the last accounting period should be derived from the retail sale of agricultural or saddlery requisites.

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Alternatively, brush teeth with 1 inch 'Corsodyl' Dental Gel twice daily. Course of treatment: 2 x 50g tubes.

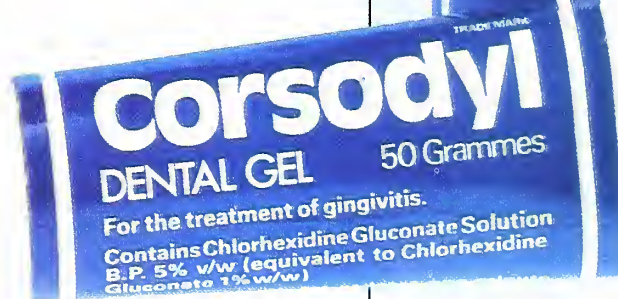
APHTHOUS ULCERATION Rinse mouth for one minute with 10ml (i.e. cap filled to line) 'Corsodyl' Mouthwash three times daily. Course of treatment: 2 x 250ml bottles.

ORAL HYGIENE Rinse mouth for one minute with 10ml (i.e. cap filled to line) 'Corsodyl' Mouthwash twice daily. Course of treatment: 2 x 250ml bottles.

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ICI Dental Services



BPA to register as trade union

The British Pharmacists Association (UK) Ltd have instructed their solicitors to register the company as a trade union.

"By law any individual has the right to negotiate with the Government," the Association's publicist, Mr Joey Martyn-Martin told *C&D*. "We are looking at the union side of things for when we come to negotiate for our members."

The size of the Association was starting to become a problem, he said.

"Accounting alone is becoming quite a headache — though obviously we have auditors."

Joint honorary acting general secretary Charles Flynn has reacted angrily to suggestions that BPA has been supported financially from outside. "We are a democratic organisation and are completely self-supporting," he told *C&D*. "All of our finance comes totally from our members. No outside organisation is involved in any way whatsoever."

NAPD chairman fighting PIs

Mr Gerald Brookes, the chairman of the National Association of Pharmaceutical Distributors is going to use his two years of office to campaign against parallel importing.

Mr Brookes says that the practice of dispensing illegal PIs — those without parallel import product licences — is widespread and the Department of Health is doing little to stop chemists who are blatantly breaking the law.

In a letter to local Stoke-on-Trent Central MP Mr Mark Fisher, Mr Brookes says: "This is a practice which the Government appears unwilling to control in order, I believe, to put pressure on UK manufacturers to reduce prices closer to those in Belgium, France and Italy." The practice was putting law-abiding pharmacists and *bona fide* distributors at risk, he said. That is why he has called for a licence to recognise "full-line" distributors and stop the illegal imports.

We would like to point out that the company Pax Medica Ltd mentioned in a Statutory Committee report last week (p632) has no connection with Pax Medica Export Ltd, registered office 124 Seymour Place, London W1.

Hey ho, the diddle oh!

Don't be misled by the jolly and amusing heading to this paragraph. The last thing I feel like is being funny or jolly. I'd just completed the returns for last month and, feeling better-pleased with the figures, turned idly to the *C&D* to glean some ideas for this week's column.

When the reality of what I'd read struck home, I felt sick. The new contract, offered to us as a deal, "warts and all," after much consultation and argument and accepted on the whole, as fair, (bearing in mind this Government's determination to make all services cost-effective) has been welshed on by the very people who proposed it...the DHSS.

I cannot suppress my incredulity at the now-disclosed, two-faced, cowardly behaviour of the Department, in allowing the Pharmaceutical Services Negotiating Committee to invest their total effort, resources, and integrity in the belief that under the *aegis* of Kenneth Clarke — who is, after all, a QC and ought to know the law — they were negotiating for a new contract for the provision of pharmaceutical services. It seems not.

They have made fools of every pharmacist who hoped for some rationale to be applied to the siting of pharmacies and who hoped for a position in the NHS analogous to GPs — in terms of minimal security to do the work in a professional way, relieved to some extent from the pervasive worry of well-heeled, well-organised leapfroggers ruining them overnight. If you doubt this, consider the 670 applications received before the end of September this year.

Disappointment seems a gentle word to describe the feeling of let-down this Government's treachery has brought. If anything we are worse off than before, since it is clear the determination to be rid of the Basic Practice Allowance will remain a DHSS priority. Smaller contractors, quite apart from those worried by the now imminent threat of leapfrogging without restraint, will know a bitterness at having the cup of security dashed from their lips. As for the vociferous British Pharmacists Association, no doubt they rejoice at having helped to destroy the first realistic basis for contractor security we have ever had. This must be the longest and nastiest snake we have ever slid down.

Finally. How must it feel for people like Alan Smith, Stephen Axon, and their team who gave up retail pharmacy to become involved full-time negotiating for

contractors, attempting for the last five years to get a better future for us? How about David Sharpe who, despite any sword-crossings I may have had with him, has earned my respect as having invested as much, or more, than any contractor I know in forwarding these aims.

For the rest of us? Anger — fierce, searing anger. Do what you like, but I am writing to my MP *now*. I shall write to Kenneth Clarke. I shall write to someone called "Hayhoe" — someone who, in a natural environment would probably be laying eggs for a living on a chicken farm. What does he know yet about pharmacy, contracts, or agreements reached between honourable men.

Register boom

With what I had hoped to be a reasonable control of openings imminent, the problems of continuing independent ownership and succession for genuine individual pharmacists, were leading me to endorse earlier suggestions on the setting up of a register — for want of a better word — of pharmacists who either wanted to open up, or buy an existing pharmacy. In view of what has happened the idea loses some of its charm or usefulness. Although it must be worthwhile for those who are even thinking it would be nice to own their own pharmacy, to get in touch with their friendly wholesalers to talk the ideas around. Hopefully, those who want to sell will contact the wholesalers if they feel the time is ripe, so that a marriage can be arranged. But somehow the concept is as ashes in the mouth.

The anticipation of fundamental change gave me a tremendous sense of progress and challenge. Now lost, this stimulus for ideas will take some reviving, after the damage done by those who rushed to get contracts before new legislation was in force. After all, I've spent a long time arguing for what we so very nearly had.

Amber nectar?

After this it is little comfort to read the article by David Coleman, vice-chairman of PSNC, telling us all about Australian pharmacy which appears to be in reasonable shape, even though they have one to every 3,000 of population. But then they have no multiple ownership problems and, while individuals will, of course, be in competition with each other, there can be no major power segments to produce the pressure we know and have to live with.



**What's
happening to**

Propain
LUITPOLD

*Your Propain representative will be
calling on you in the near future
to answer the question.*

Spoonful goes national

Following a successful test market in the TVS area and Ireland, Searle are launching nationally Canderel Spoonful, the granular aspartame sweetener.

"The spoon for spoon bulk product has had an incredibly successful test market, since it was launched in April," says business manager Stan Nelson, "The trade demand has been staggering — over £75,000 worth of product has been sold in chemists alone over the test period."

Searle who say that they had originally intended to go national in the New Year, claim that Spoonful has not cannibalised sales of Canderel tablets. The company says that the product has gained a national equivalent market share of 9 per cent.

"This added to the existing share of 25.6 per cent held by the other Canderel products, is an encouraging indicator of the brand's potential," says Mr Nelson.

The product comes in 40g (£1.05) and

75g (£1.89) jars and has only two calories per spoonful, compared with 20 calories for the equivalent sugar. It will be supported with a £2m television campaign in January using both channels and running for 8-11 weeks.

POS material will include a counter card featuring a shot from the commercial. And a launch promotion will offer the retailer 13 products for the price of 12.

To help promote Canderel Spoonful and Searle's other consumer products (Lotussin, Dramine) products, a marketing division, set up two years ago with the launch of Canderel, has been given a new impetus. The division is headed by Stan Nelson who has recently joined the company from Robinsons of Chesterfield.

With this new team including a specialist sales force, the company says it is committed to building up a wide portfolio as quickly as possible, either by new product development, licensing or acquisition. "No areas will be excluded but obviously we will be looking at products where our strengths lie says Mr Nelson." *Searle Pharmaceuticals, Walton Road, Morpeth, Northumberland.*

Razor sharp Bic ad

A new Bic razor commercial is to feature in a £300,000 television campaign on October 21 for two weeks.

The 20 second commercial, which will have a humorous tennis theme, will appear nationally.

"Our last 'tennis' campaign resulted in record sales for the Bic razor and we have outsold every other razor on the wet shave market in real terms — judged by volume rather than price — over several years now," says sales director, Terry Thorn. *Biro Bic Ltd, Whitby Avenue, Park Royal, London NW10 7SG.*

TV support for Scholl tights

Scholl is putting Lite Legs Sheer fashion support tights back on television in the north this month.

The 30-second commercial, shown earlier this year, will be screened in central Scotland, Grampian, Border and Yorkshire television areas over four weeks.

"Scholl is positioning Lite Legs Sheer tights as a modern and fashionable accessory for hard working legs and its target audience — women aged 25-44 — includes a high proportion of consumers

Chemist & Druggist 12 October 1985

who may never have considered wearing support tights before," says group products manager, Shan Fisher. *Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH.*

On the box...

Nicholas Kiwi are supporting Radox moisturising range with a 30-second television commercial throughout October in the London, Central and TVS areas.

Nicholas Kiwi, division of Nicholas Laboratories Ltd, 225 Bath Road, Slough, Berks SL1 4AU.

Porta-cleaner!

A new hygiene product which cleans and disinfects toilet seats and comes in a handbag/travel pack spray dispenser (30ml, £0.99) has been launched by Chemical Corporation of Cardiff.

Safe & Sure is sprayed onto the seat which is then wiped dry with a tissue. It is non-toxic and will not damage fabrics, says the company. The pack, which is 10cm tall, holds sufficient for 100 applications.

The product is packaged in a white plastic container with red silk screen print and has a pump action spray with a security snap-on cover. *Chemical Corporation (UK) Ltd, 45 Portmanmoor Road Industrial Estate, Cardiff.*

Closer shave with new Braun

Four new models using the 'Braun System 1-2-3' are incorporated into the Braun 3000 series.

The system uses a platinum plated, wider foil which, say Braun, gives a closer and faster shave; and a long hair trimmer.

The new models featuring the system are a 3012 cord mains shaver with dual voltage and a three position switch (£32.95, with hard travel case and mirror); a 3025 electronic with automatic voltage adjustment in a metalised body casing with grey trim (£37.95, with soft zip-case and mirror); a 3512 universal with built-in charger and a one-hour charge facility, indicated by lights (£42.95, with hard case and mirror); and a 3525 universal ci rechargeable shaver with a one-hour automatic charge and automatic voltage adjustment (£54.95, with soft-zip case, mirror and wall bracket for storage). *Braun Electric (UK) Ltd, Dolphin Estate, Windmill Road, Sunbury-on-Thames, Middlesex.*



Ramer are introducing Bathtime Friends, a range comprising two sponges moulded into the shape of an elephant and a hippo. Available in five colours, including pink and bright blue, the sponges retail at £1.50. *Ramer Marketing Ltd, 145 Frimley Road, Camberley, Surrey.*

Perrot dress up

Perrot & Sons have introduced a range of dressing table accessories, ranging from £7.25 to £43.70. Perfume atomisers suitable for handbags, bathrooms or dressing table tops are available in handcut or moulded lead crystal or china, and come in presentation packaging. *Perrot & Sons Ltd, Magnolia House, 160 Thames Road, Chiswick, London.*

Unscented Mum turns white

In response to company research which revealed that 30 per cent of all women prefer to use a fragrance-free roll-on, Bristol-Myers say they are repackaging the Mum unperfumed variant roll-on.



The new look Mum features a white pack with grey illustrations. But the formulation and the three perfumed variants remain the same.

To consolidate the Mum brand the company is relaunching the Quick Dry range under the name "Mum Quick Dry formulation."

The coralin and azure variants remain the same and retain the Quick Dry ribbon design. *Bristol Myers Co Ltd, Stamford House, Station Road, Langley, Berks SL3 6EB.*

Cariad on!

Cariad Products have been appointed sole distributors for Olverum bath oil. A companion soap is now available (125g, £1.50). And a trial bath-pack retails at £0.30. Cariad are also distributing Joris shaving accessories. *Cariad Products Ltd, 227 Ebury Street, London.*

Panasonic push

Panasonic Industrial are extending the distribution of their alkaline, neo power and special batteries to grocery, hardware, pharmaceutical, electrical and toy outlets.

Packaging and POS have been re-designed. The advertising message will be simple, says Mervyn Callaghan, Panasonic assistant product manager. "Our batteries are tested at least twice before sale and they have a use-by date and because of their leak-proofing system,

give longer life." *Panasonic Industrial UK Ltd, 280-290 Bath Road, Slough, Berkshire.*

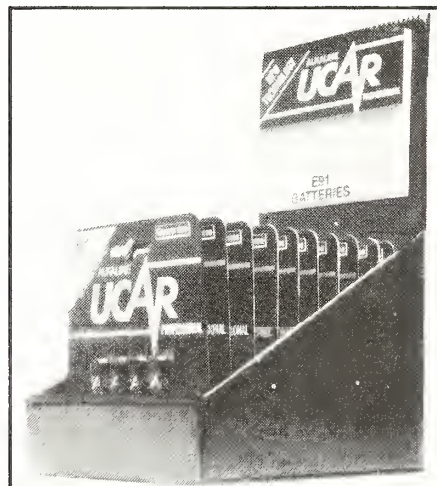
Free batteries for Xmas

Free replacement batteries are featured in Duracell UK's pre and post-Christmas promotion in what they claim is the first ever in-pack leaflet offer from a battery manufacturer.

Customers who collect matching proofs of purchase from three MN1300, MN1400 or MN1500 (x 4) blister packs will be entitled to claim one free blister plus a 25p off next purchase coupon. The promotion runs from November to mid-February 1986.

Duracell are re-screening their "Yachts" television commercial and rotating it with a new one that has a Christmas theme and promotes the benefits of their batteries under intermittent usage conditions.

Future campaigns will demonstrate their batteries length of life when used both intermittently and continuously. The advertising and promotional campaigns will represent a spend of over £2m say *Duracell (UK) Ltd, Duracell House, Church Road, Lowfield Heath, Crawley, West Sussex RH11 0PQ.*



The Ucar alkaline penlight battery that has been redesigned to give 31 per cent longer life, according to manufacturers Union Carbide, is pictured in a counter display pack detailing the latest consumer offer — one free pack of four batteries with every two packs purchased. The brand logo and packaging has been redesigned — gold high gloss black background picked out with red lines. Distributors are *Pharmagen Ltd, Church Road, Perry Barr, Birmingham B42 2LD*

Batteries static say Ever Ready

The value of the total market today is £177 (rsp) for the year to June and is fairly static, according to Ever Ready. The market is split according to cell type — zinc carbon £105m (310 million units), alkaline £55m (86 million), button cells £11m (25 million) and ni-cad £6m (4 million).

However, a major area of growth, is alkaline which grew by 34 per cent in value and 24 per cent in volume. Ever Ready attribute this mainly to the increase in ownership of "heavy drain" appliances such as cassette players and radio/ recorders (18.2 per cent of appliance usage) photographic equipment (13.7 per cent) and toys (13.7 per cent). The zinc carbon battery market remains the largest with radios (17.5 per cent of appliances owned) and portable lighting (31.7 per cent) the major users.

The company says most batteries are bought in supermarkets and grocers (28 per cent), followed by CTNs (22 per cent) and chemists (16 per cent), radio/electrical shops (9 per cent), and DIY/hardware (6 per cent) and others 10 per cent. Over a third of sales are made from October to December.

Women are said to be the predominant battery buyers, accounting for 56 per cent of purchase — food outlets being the major sector.

Ever Ready say they lead the zinc carbon market with a 71 per cent share by value and 63 per cent by volume. The highest other single brand has only 5 per cent by either value or volume. The company's Silver Seal brand launched last September is said to have taken a third of the zinc carbon market by March/April. While the Gold Seal alkaline range had a 12 per cent share by June.

The alkaline market as a whole has grown 50 per cent in the last two years.

Zinc carbon sales by volume for the year to June '85 are Boots 5 per cent, Ever Ready 63 per cent, Exide 1 per cent, Varta 5 per cent; Vidor 4 per cent; own label 10 per cent and all others 12 per cent. The company says alkaline shares were Ever Ready 12 per cent; Duracell 76 per cent; Vidor 1 per cent; own label 3 per cent and others 8 per cent.

Display is crucial to sales, say Ever Ready. In a service store, batteries should be as close as possible to the till, the company says. In a self-service store, they should be displayed in the high traffic flow areas, eg. near check-outs. *Ever Ready Ltd, Ever Ready House, 93 Burleigh Gardens, Southgate, London.*

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Trio—now the complete decongestant range



First ever consumer advertising campaign

£600,000

on National TV and Press

Stock up NOW!



Numark get in the family way

Independent Chemists Marketing Ltd are introducing the first phase of a range of Numark branded family medicines: Numark expectorant cough relief 150ml; soluble aspirin tablets BP 300mg and paracetamol tablets BP 500mg.

The formulation of the 150ml Numark expectorant cough relief is similar to the 125ml brand leader and is extremely competitively priced at £1.25, says the company. Each 5ml of the cough medicine contains diphenhydramine hydrochloride

14mg, ammonium chloride PH Eur 100mg and sodium citrate BP 44mg in a "pleasantly flavoured" base. The launch of expectorant cough relief will be backed by POS material, including a counter display card and a scribbling pad.

The soluble aspirin tablets and paracetamol tablets both come in boxed blister packs of 24 and are priced at £0.35 and £0.37 respectively. *Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wiltshire BA12 9JU.*



L'Oréal are extending the Freestyle brand with the addition of Freestyle hairspray (75ml, £0.79; 200ml, £1.39). The hairspray which is targeted at the "versatile and individual" hairstyles of the 16-34 year old market, is packaged in line with the styling mousse launched in 1983. It is available in two variants and, says the company, leaves the hair "feeling soft and natural with no stickiness or tackiness and has a subtle, pleasant perfume." A new Freestyle display provides merchandising support on shelf for the hairspray and a floor stand has been revised to facilitate both Freestyle products. L'Oréal are supporting the hairspray with a "heavyweight" television and Press advertising campaign — details will follow. *Golden Ltd, 30 Kensington Church Street, London W8*

THE OUTSTANDING RAVINA COLLECTION



Hair Decorations and Hair Care Products at their best. Little Miss Muffet — The success story in childrens hair decorations. Card or strip presentation (as illustrated), for schooldays, holidays, parties or just for fun.

CELESTE — Hair Care Products and Hair Decorations for the mature market. Pins, Grips, Rollers, Brushes etc. A complete range, packaged with a fresh feminine appeal.

Ravina Display Units have been designed with the retailer in mind. Modern, attractive, wipe clean materials in restful colours. Slimline Wall Units or free standing Rotary Units with Storage Bases. The choice is yours.



Contact your Sundries Wholesaler for full details of the Ravina Collection of Hair Decorations & Hair Care Products

Ravina Ltd, Rooksley, Milton Keynes MK13 8PB
Telephone Milton Keynes (0908) 665577

WHY MISS A SINGLE SALE?

£500,000

**RALGEX BIGGEST-EVER
CAMPAIGN**

Big in the press from September
to March.

20% Extra Free Offer.

Stock up now.



RALGEX PROFITS YOU FAST



Krispi bar for diabetes

The latest addition to the Special Recipe diabetic chocolate range is Krispi bar (£0.41).

The low calorie bar is sweetened with fructose and using the Special Recipe chocolate formulation in a crisped rice form, has a readily absorbable carbohydrate content.

"It makes an ideal snack for anyone — not just diabetics or those watching their weight. The bar offers retailers a good margin and the opportunity to cash in on the move towards health orientated confectionary," say Dendron. Krispi is packed in display outers of 24. *Dendron Ltd, 94 Rickmansworth Road, Watford, Herts WD1 7JJ.*

Warm hands and feet this Winter

Mycoal Warm Pack products are currently featured in a national Press advertising campaign.

The Warm Pack foot warmer, body warmer and mini-heater hand warmer generate heat to a temperature of between 50-70°C when squeezed and exposed to the air and come in a counter display box. Minimum orders are for two boxes. Discount is offered on larger orders, from *Mycoal WarmPacks Ltd, PO Box 43, London SW10 9BZ.*

Prestige range

Prestige & Collections are adding two new products to the Biotherm range.

Wrinkle preventive cream (£7.50) containing UVA and UVB filters is recommended for women aged 25 plus, and should be used every morning, says the company. While Actif Nuit (£14.50) is a milky emulsion night cream with a light texture and is non-greasy, say *Prestige & Collections, 30 Kensington Church Street, London W8.*

Nash goes East

Nash is a hair remover devised and marketed by Bellprime Ltd, and based on an ancient Middle Eastern method. Available in a pack with instructions, Nash (£2.95) retards regrowth of hair from six to eight weeks. It contains gum Arabic and lemon. *Bellprime Ltd, 300 Upper Richmond Road West, East Sheen, London SW14 7JG.*

**You wouldn't fit just
anything in your
kitchen
so why fit
just anything
in your pharmacy**



Myers Pharmacies
229 Green Lane, Ilford, Essex IG1 1XR
Telephone: 01-590 3575
A Division of the Croydon Display Group

The Myers Formula

Attractive, functional dispensaries
with stimulating retail environments,
focusing attention on the professional
Pharmacist.

Beer market looks cloudy

The home-made beer market is unlikely to grow much more unless easily made, high quality brews such as Sodastream's are developed, says a *Retail Business* report. But prospects for home-made wine are much better, with the market tuned in to current trends and new products expected in the future.

The wine and beer sectors together stood at around £57.5m in retail price in 1984, (1983 £54m). But the beer sector showed no volume growth, while wine saw an increase in home production of 1 million gallons.

The difference in price between home-brewed beer (which can be about 8p a pint) and pub beer (about 70p to 90p) has contributed to a growth from the 1970s into the '80s. For wine, the difference is smaller, with home-produced bottles, at about 50p each, compared with the cheaper wines at £1.60. But wine as a social drink is now more popular, and this sector takes most newcomers to the homebrew market, as well as attracting customers from the beer market.

ON TV NEXT WEEK

| | | |
|----------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|
| GTV Grampian B Border C Central CTV Channel Islands LWT London Weekend C4 Channel 4 | U Ulster G Granada A Anglia TSW South West TTV Thames Television Bt TV-am | STV Scotland (central) Y Yorkshire HTV Wales & West TVS South TT Tyne Tees |
|----------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|

| | |
|----------------------------------|------------------------------------------|
| Actified: | All areas except U |
| Anadin: | G, Y, C, A, C4 (regions given) |
| Askit powders: | STV |
| Baby Wet Ones: | All areas except C4 |
| Cod liver oil: | C4 |
| Corimist: | All areas |
| Cymalon: | Bt |
| Farleys Rusks: | Bt |
| Harpic: | Y, A, TVS, TTV |
| Kleenex Velvet: | GTV, B, C, A, HTV, TSW, TVS, TTV |
| Listerine: | All areas |
| Lux: | All areas |
| Mentadent P: | U, B, G, Y, C, A, TSW, TVS, LWT, TTV, TT |
| Nurofen: | All areas except CTV |
| Oz cleaning products: | A, TVS, TTV |
| Perfect Colour by Cutex: | All areas |
| Poly Foam: | All areas |
| Ribena: | All areas |
| Robitussin: | Bt |
| Sanatogen vitamins: | All areas |
| Scholl Lite Legs: | STV, G, B, Y |
| Signal toothpaste: | C, TTV |
| Simple skin care: | C4 (all areas except G) |
| Veganin: | All areas |
| Vaseline petroleum jelly: | Bt |

The 40 pint beer kit accounts for 70 per cent of the market, and sales for smaller sizes are falling. Wine is mostly available in one gallon kits, but a demand for bigger sizes has led to the introduction of the five gallon pack.

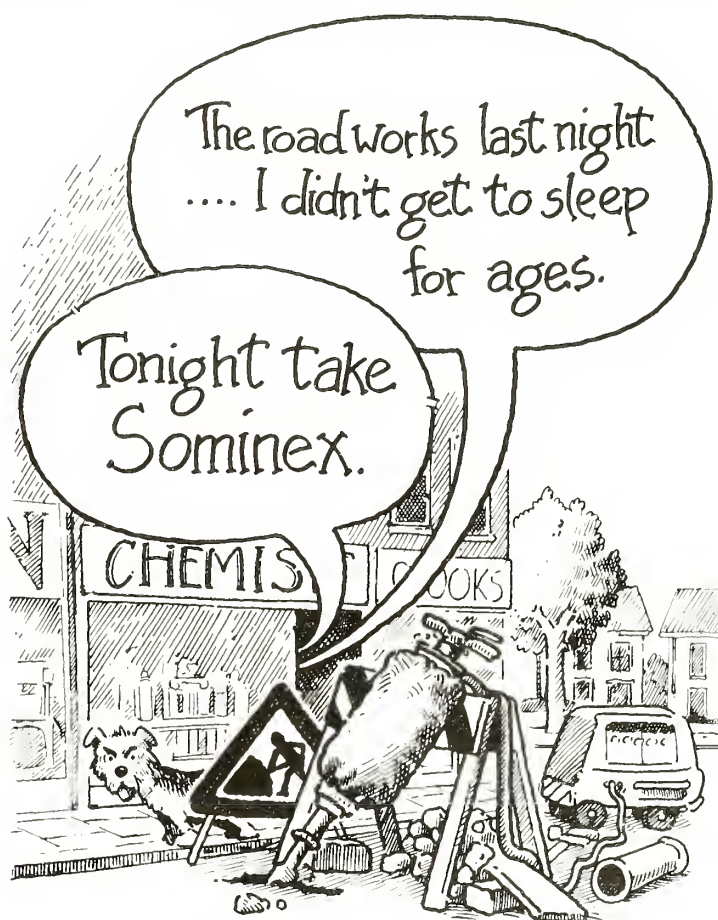
Boots took undisputed brand leadership in the 1984 beer sector, with about 30 per cent of the market. Tom Caxton, market leader in the 1970s, had 13 per cent along with John Bull, and Unican followed with 10 per cent after recovering from a drop in sales. Three brands dominated the wine sector last year: Boots (26 per cent), Unican (25 per cent) and

Continental Wine Experts (23 per cent).

This year's launch by Paine's of Grand Maison wine kits came at the right time in a buoyant sector, says the report.

Beer-brewing kits ranged from £2.39 to £3.60 in 1984 (40 pint packs), compared with a wider range of wine kit prices (£2.15 to £4.25).

Advertising spends have been light — £900,000 in all last year — but Unican was 1984's biggest spender. *Special Report No 3, Home Made Beers and Wines, Retail Business No 332, October 1985. The Economist Intelligence Unit Ltd, Spencer House, 27 St James' Place, London.*



Counter Prescribe

SOMINEX

tonight's answer to temporary sleep problems.

PRESCRIBING INFORMATION Presentation: Blister pack of 8 tablets, each containing 10mg Promethazine Hydrochloride Ph Eur. **Indications:** Temporary sleeplessness. **Dosage and Administration:** Adults, one tablet at bedtime or up to one hour after going to bed. Children 0-16 years, not recommended. **Contra-indications, Warnings etc.** There are no specific contra-indications but use in pregnancy should be avoided. **Precautions:** This product is a sedative for bedtime use only. Patients should not drive or operate machinery. Alcohol and other CNS depressant drugs should be avoided. **Side-effects:** A few patients may be particularly sensitive to the effects of Sominex, early morning drowsiness may be experienced, as may dry mouth, blurred vision, difficulty with lachrymation and constipation.

For further information write to Beecham Proprietaries, Great West Road, Brentford, Middlesex.

Dental market — losing bite?

Excessive price cutting by toothpaste manufacturers in a vain attempt to retain market share in 1984 has meant that the market is struggling in real terms, says a *Mintel* report on the toothpaste and toothbrush market.

The majority of sales in the toothpaste market (estimated to be worth £93m at rrp in 1985) are in larger pack sizes as opposed to standard tubes. As a result, value has not kept pace with the increase in volume sales, says the report.

Four manufacturers continue to dominate the market — Colgate Palmolive (31 per cent volume share), Elida Gibbs (19 per cent), Beecham (23 per cent) and Procter & Gamble (12 per cent). Most of the brands have lost share over the last year because of increased sales of own-label, which in 1984/85 account for 9 per cent of sales. Beecham are aiming to combat this by relaunching Macleans with a "family" brand strategy.

Brands which specialise — such as Mentadent P and Sensodyne, have been more successful than those that don't says *Mintel*. The latest major development to affect the market has been the introduction of the pump dispenser, which account for 2-3 per cent of all sales.

In the distribution of sales chemists have lost ground to grocers. This also applies to Boots although Boots own label is said to be holding up reasonably well having recently been repackaged.

Turning to toothbrushes, actual sales represent an average consumption of just over one toothbrush per person per year. Unit sales have been fluctuating around 56m p.a. mark for a number of years, says *Mintel*.

"In real terms the toothbrush market has remained remarkably static. However in the last two years there has been genuine growth and this is expected to continue", says the report.

Within the market there are two definite sectors — the standard or traditional brush and the professional. The latter is said to have shown "tremendous" growth in recent years to the detriment of the standard brush. But in 1985 this growth is beginning to slow down and is expected to plateau.

Brand leaders are Addis with Wisdom (42 per cent) and Oral B (20 per cent). Sales through chemists have declined in favour of grocers, who have improved their ranges and given toothbrushes more space.

Advertising expenditure on

toothbrushes has been volatile over the last couple of years. The leading advertisers in 1984 were Stafford Miller for Sensodyne, Addis for Wisdom and Johnson & Johnson in support of Reach. *Toothpaste and Toothbrushes report October 1985, Mintel Market Intelligence, 7 Arundel Street, London WC2R 3DR.*

Ralgex gets £0.5m campaign

Beecham are spending £500,000 on a Press campaign for Ralgex this Winter — their biggest ever spend on the brand.

The campaign, which runs until March, includes national Press advertising in *The Mirror*, *Sunday Mirror*, *Sunday People*, *Daily Express*, *Sunday Express* and *Daily Star*, and women's Press advertising in *Woman*, *Woman's Own*,

Woman's Realm and *Woman's Weekly*. The company says that this will give 84 per cent coverage of the adult population with 17 opportunities to see the advert.

The company are also currently offering a 20 per cent extra free offer of Ralgex spray. *Beecham Proprietary Medicines, Beecham House, Great West Road, Brentford, Middx TW8 9BD.*

Healthy push

Seven Seas Health Care will be backing cod liver oil with national television advertising from October 17 for two weeks.

The 30-second advertisement will run on Channel Four. The market for cod liver oil is currently worth £8m, and is steadily increasing — in 1984 it grew by 15 per cent, say *Seven Seas Health Care Ltd, Marfleet, Kingston-Upon-Hull HU9 5NJ.*

SCRIPT SPECIALITIES

Augmentin now injectable

Augmentin is now available in two injectable presentations — 600mg containing clavulanic acid 100mg and amoxycillin 500mg, (10, £13.10 trade) and 1.2g containing clavulanic acid as the potassium salt and amoxycillin as the sodium salt (5, £13.10 trade). The new presentations give greater flexibility in a wider range of clinical situations, say Beecham.

The adult dose is usually 1.2g every eight hours; in more serious infections the frequency can be increased to six-hourly. For children the dose is 30mg/kg eight-hourly, reducing to 30mg/kg 12 hourly in premature and perinatal infants. *Beecham Research Laboratories, Beecham House, Brentford, Middx.*

Indomod and Ibumetin

Alfred Benzon are introducing two new products — Indomod (indomethacin) capsules and Ibumetin (ibuprofen) tablets.

Indomod comes in two strengths — 25mg (30 £2.15, 90 £6.45 all prices trade) and 75mg (30 £6.45) — and Ibumetin in three — 200mg (30 £0.62, 90 £1.85), 400mg (30 £1.23, 90 £3.69) and 600mg (30 £1.85, 90 £5.54). Distributed in the UK solely by *Pharmagen Ltd, Church Road, Perry Barr, Birmingham.*

Bencard name changes: Amoxil syrup forte is now syrup 250mg/5ml; Juvel elixir is Juvel syrup; Orovite elixir is Oravite syrup, and Vitavel syrup is plain Vitavel. *Beecham Pharmaceuticals, Beecham House, Brentford, Middlesex TW8 9BD.*

Haldol Decanoate is now available as a 50mg in 1ml ampoule (5, £15.60 trade). *Janssen Pharmaceutical, Grove, Wantage, Oxon OX12 0DQ.*

Xylose-BMS: Following complaints of possible confusion as to the source and identity of Xylomed, the unit dose brand of D-xylose BP introduced earlier this year, the name has been changed to Xylose-BMS, says *Bio-Medical Services Ltd, 10 East Parade, York YO3 7YL.*

Dansac mini cap 30mm: Cambmac have introduced a 30mm size Dansac mini cap (50, £29.50 trade) for the patient with the smaller stoma. *Cambmac Instruments Ltd, Denny Industrial Estate, Denny End Road, Waterbeach, Cambridge.*

Silastic foam 20ml dressing pack has been re-designated 20g: the pack design has been updated. For the user, the mixing drum has been increased in diameter making mixing and pouring easier with minimum waste, say *Calmic Medical Division of the Wellcome Foundation Ltd, Crewe Hall, Crewe, Cheshire.*

More Wellcome insulins exhausted: Stocks of the following Wellcome insulins are now exhausted, says the company; protamine zinc insulin 40iu/ml, Neuphane isophane insulin (purified) 40iu/ml and Neulente insulin zinc suspension (purified) 40 and 80iu/ml. *The Wellcome Foundation, Crewe Hall, Crewe.*

Chemist & Druggist 12 October 1985



Lady Jayne

for all SEASONS

Laughton & Sons · Warstock Road · Birmingham B14 4RT

**When customers
give them some**

**NEW
FORMULA**

Trusted relief
of sinus pain, nasal
congestion and colds

MU-CRO

NEW EASY TO SWALLOW TABLET

30 TABLETS

Ask for Mu-Cron, Nothing better.



For years Mu-Cron has been the best-selling tablet decongestant.

But now, even the makers of Mu-Cron have to admit a better tablet has just come on to the market.

A new formula means that as well as the usual decongestant action, there's now double the level of paracetamol (500mg) for stronger pain relief.

Sinus sufferers will also be relieved to find out that it's only a one tablet dose.

And a new caplet-shape makes it easier to swallow.

The packaging shows a marked improvement too.

The new tablets are blister-packed in plastic foil so they last longer in the medicine cabinet.

And there's a modern pack design so they won't last as long on shop shelves.

As to the name of this new tablet, we couldn't improve on the name already on the tip of most sufferers' tongues—Mu-Cron.

To convince everyone with sinus congestion to spend their money on new formula Mu-Cron, we're spending 1½ million pounds on TV advertising this winter.

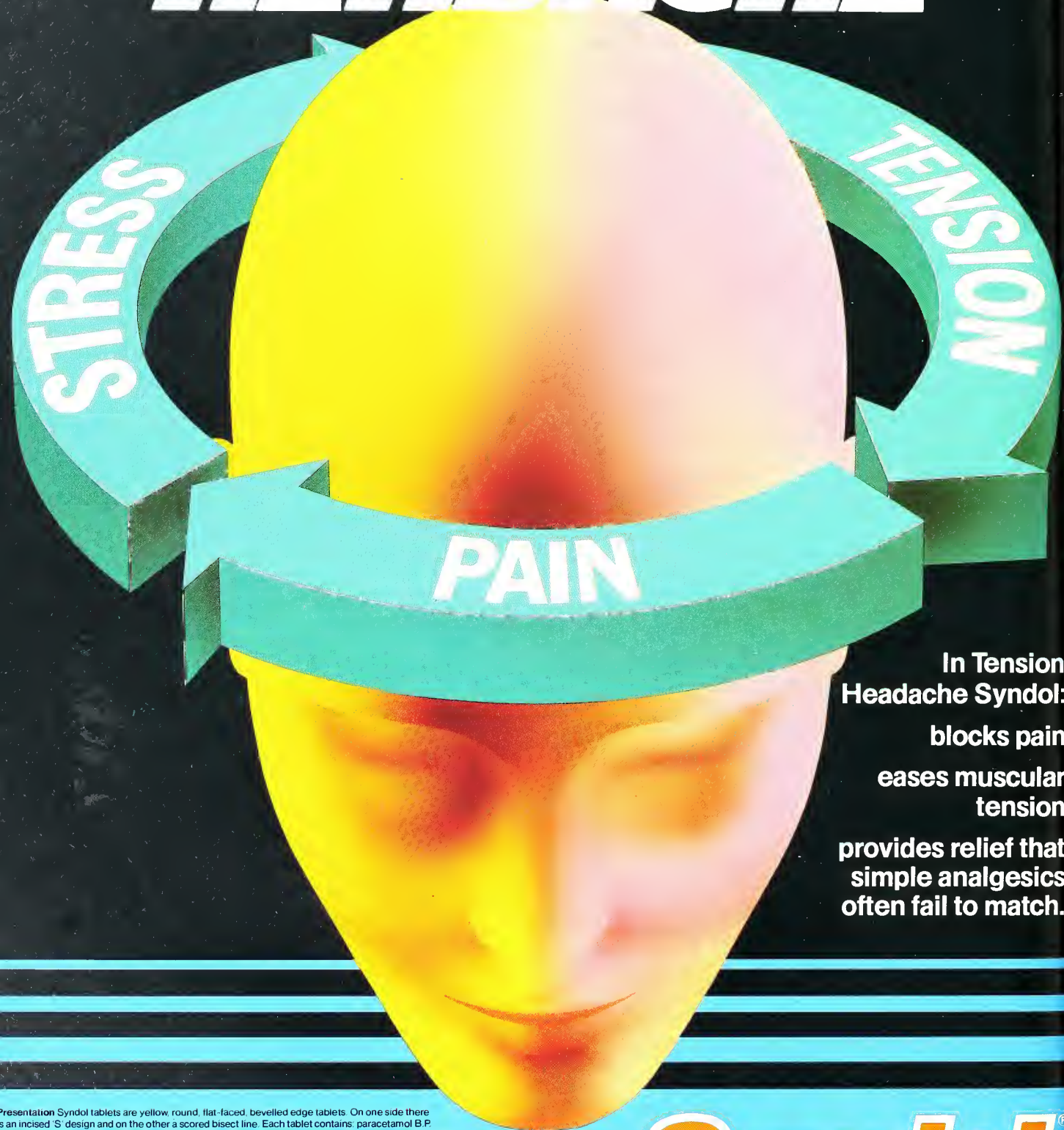
(That's almost as many TV appearances as Terry Wogan.)

And so, like the tablet itself, you can be sure that sales of Mu-Cron will go from strength to strength.



MU-CRON (P) PRESENTATION: Blister-packed tablets containing paracetamol BP 500mg, phenylpropanolamine hcl 25mg. INDICATION: Relief of sinus pain, nasal congestion and catarrh. Symptomatic relief of nasal congestion caused by hay fever, influenza, feverishness and feverish colds. DOSAGE: Adults—1 tablet two to four times daily. Max 4 tabs in 24 hours. Children—0-12 yrs: Not recommended—use Junior Mu-Cron Syrup, 12-15 yrs: 1 tab twice daily. CAUTION: Do not give to patients with hypertension, hyperthyroidism, diabetes, heart disease or those taking MAOIs. Contains paracetamol. SIDE EFFECTS: Rarely dizziness, headache.

TENSION HEADACHE



In Tension
Headache Syndol:
blocks pain
eases muscular
tension
provides relief that
simple analgesics
often fail to match.

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The contract, Clothier and the negotiating table

Anger may have cooled after last week's shock announcement from the Department of Health scrapping the new contract, but contractors are asking what the Pharmaceutical Services Negotiating Committee is going to do next. Chairman David Sharpe talks to C&D...

"Where do we go from here?" asks Mr Sharpe. "We go back to the negotiating table, because in the end that's what we have to do — negotiate." He says PSNC is still appalled at what has occurred, but must protect contractors' interests by going forward rather than looking back.

Both sides have agreed to start meeting again in the first week of November so they have to time to assess the situation. "There are several alternatives. The pharmaceutical Press has commented on whether Clothier may be *ultra vires*, being part of what I am advised, as a layman, are the same Regulations that the Minister has said will not allow him to make the regulations for the new contract in terms of limitation of entry.

"If this is so, a pharmacist disaffected by an adverse decision from the Rural Dispensing Committee could well take the DHSS to court for a judicial review, saying that the Regulations give no power to refuse a contract." Mr Sharpe says that if the case was won it would mean the Clothier regulations were *ultra vires*. But more importantly, if it was lost, it would show that the Regulations would have allowed for limitation of contract and the Minister's fears were unfounded.

"Quite obviously for a matter of such paramount importance to the profession an action such as this would have to be discussed and legal advice taken at the highest level before action was taken," says Mr Sharpe. He does not feel PSNC has any locus to take legal action itself.

But Mr Sharpe acknowledges the matter could well be out of PSNC's control if someone, or somebody, did decide to press ahead. For an individual contractor such a case could prove exorbitantly expensive, but for a multiple? Safeway has had a number of well-publicised dealings with the RDC. And some multiples have been forward in opposing the now defunct contract package with threats of litigation.

"I would be very concerned if someone did go ahead. For Regulations so fundamental in the rural area to be upset without full consultation within the profession is something I could not approve. It would be regarded as a test case."

Mr Sharpe skated around the question of whether he felt PSNC would support legal action of this kind if a "tame" contractor could be found. "I do not think individual opinion should be considered in a matter as important as this. It has to be a consensus of all the professional bodies subject to unqualified and unequivocal legal advice."

However, challenging the Government in this fashion could backfire. PSNC has made it quite clear that it feels both Clothier and the new contract are *intra vires* within the existing legislation. But the DHSS has obviously been persuaded otherwise.

So what is Mr Sharpe going to propose to the PSNC at its committee meeting next week?

"The executive has not had time yet to formulate proposals to put to the Committee. I am about to write to the Secretary of State demanding an interview, as it was he who decided not to go ahead. I am still disturbed that we have not been given the legal reasons for the Department's withdrawal.

He says it would be "an abrogation of his duty if he failed to comply because it is with him that PSNC negotiates on behalf of the profession." Mr Sharpe would hope to see him before October 15.

Mr Sharpe's position may be threatened now the contract has fallen, but he says: "I have no intention of resigning as chairman of PSNC. We negotiated in good faith based on a legal opinion we had taken, which confirmed the Regulations were *intra vires*. For the Department to unilaterally withdraw support can hardly be attributed to the negotiating team or the committee.

"We did not fail to negotiate a good package. Furthermore I do not agree that we never put up more, and I quote (*C&D* last week) 'a token resistance in the national press.' I believe the BPA's activities were so exaggerated and outrageous that they might have made good Press but would not have influenced the Department in any way."

"What unquestionably influenced the DHSS was the prospect of litigation by organisations with a much firmer base and



with unlimited funds to litigate. The Secretary of State, having been defeated in the courts so frequently in the recent past, is frightened of losing again."

In spite of criticism, Mr Sharpe does not plan to change his approach when meeting the Department in November. "I am still firm on not revealing our negotiating position, subject to advice from the Committee. I believe we should continue to negotiate in private — in spite of this setback it is the correct way."

Negotiations will have to be completed by the end of February for a new remunerative package to be implemented in April '86. "PSNC will negotiate on the basis of extracting the best elements from what was the new contract package and rejecting the rest."

But where does this leave PSNC on the rational location issue? Says Mr Sharpe: "We will continue to fight for it with every means at our disposal and I am absolutely certain this has the support of the vast majority of community pharmacists."

He would not be drawn on what he thinks the Department will offer. "I am not naive enough to assume the Government will be doing us any favours in the future when you take account of the way it has treated us in the past week.

"We have been consistently told we are undemocratic. One of the options open to the Committee, even at this late stage, is for contractors to show their overwhelming confidence in the Committee's proposals by a national referendum. This could be organised by an independent body such as the Electoral Reform Society."

Mr Sharpe said there were no plans to hold an LPC meeting before negotiations start again in November. "I must emphasise we have been elected to negotiate on behalf of contractors, and subject to democratic procedures of election we shall continue to do so."

'We're not folding up and going home'

With the Department of Health's climbdown over the new contract, the British Pharmacists Association, formed from the Pharmacist Action Committee, has seen its primary aim realised. C&D spoke to chairman Alan Nathan and joint honorary general secretary Meir Kattan about the loss of the contract and the future of the Association.

Alan Nathan is in no doubt why the Department of Health abandoned the new contract after 18 months of negotiation. "They were threatened with legal action on several fronts. Had they gone ahead, they were going to lose those actions. The change of Minister gave them the opportunity to stop it more easily."

The contract failed because of representations we made and the publicity we got, says Mr Nathan. "The BPA represents small pharmacists who had a just cause — in the end the Government recognised that."

He acknowledges that reversals in the High Court earlier this year were important factors in the Department's climbdown. "They had an embarrassing defeat over the HD scheme and weren't prepared to be caught again," he says.

The then Pharmacist Action Committee had said right from the beginning that the contract could be challenged in law. "For example, in the NHS Acts there is an obligation for the

Minister to promote the good of pharmacy in the health service — he would not be doing that if some pharmacists were allowed to open at the expense of others," says Mr Nathan. Secondly, Local Pharmaceutical Committee representatives are not bound to vote the way their members wanted. "Wouldn't it be misrepresentation if it could be established that representatives had voted against the wishes of their local LPC?"

The other avenue the BPA had for taking the Pharmaceutical Services Negotiating Committee to court, according to Mr Nathan, was that its constitution says it must represent all contractors. "But they weren't representing the kind of contractors we represent. As for leapfrogging, as soon as our publicist Joey Martyn-Martin read the contract proposals as reported in the pharmaceutical Press", he said it couldn't be stopped in law.

The BPA is puzzled that the legal problems unearthed late on were not discovered earlier. Mr Nathan suggests there was a calculated gamble, relying on the fact that pharmacists are normally very bad at taking action.

Mr Nathan says the BPA is here to stay. "We're not folding up and going home," he says. "I am not a politician, but if we simply say we have done our job, and disappear, PSNC will continue as it has done and the same problem will come back in five or ten years time. Now that we have got the contract stopped we can start to organise properly. We have so far been too busy campaigning and recruiting members". BPA says its campaign has been expensive. "If anything we have paid for many things out of our own pockets, but every penny is comprehensively accounted for. We are not living 'a life of Riley' on expenses. Accounts will be published in due course.

"We don't just see ourselves as representing small contractors, we have hospital pharmacists and students as members. We have been invited to attend student meetings and I have had an approach from the publications officer of

the British Pharmaceutical Students Association to write an article for *Future Pharmacist*", says Mr Nathan.

"The PSNC has said that we should stand for election next year hoping we won't be around," says Meir Kattan. "But we feel it has been so grossly inefficient that the Committee ought to resign now. We are out to co-operate with elected representatives in order that the profession may go forward. I imagine that we will put forward candidates for PSNC and the Society's Council elections. Certainly any members of ours who stand will be very active."

The organisation of the BPA is the next major step. It plans to have a general secretary to carry out the policy of an eight-man steering committee, who in turn will collect the views of 20 regional councils. They will not say how many members the organisation has. "Of 34,000 pharmacists we haven't reached half yet," says Mr Kattan. "The figure is rising rapidly."

Mr Nathan is not worried about the problems of a large organisation. "Large bodies are only slow and bureaucratic because it is in their interests to be so. We are determined not to be.

"Some people have claimed that we ourselves have not been democratically elected. But David wasn't to fight Goliath. People have put their hands in their pockets and given £75 to us. As far as we are concerned that represents a democratic vote at this stage."

Mr Nathan and Mr Kattan say they have alternative contract proposals. "But we want to inform our members first," says Mr Nathan. "And we have to get hold of various statistics which we don't have access to at the moment. Within the next few weeks we will be issuing a discussion document. I can't give any details at the moment but we have one or two ideas which will discourage leapfroggers."

Mr Nathan suggests that leapfrogging should be an ethical matter under the control of the Pharmaceutical Society. Though even then, if a pharmacist decided to ignore the ethics of the matter, he doubts whether anybody could stop the opening of a pharmacy in law. "You can't put a restriction on trade."

One of PAC's, and then BPA's, strengths was the amount of publicity they generated during their campaign. But there has been criticism of some of the figures they gave for the number of pharmacies — 2,500, 3,000 even 4,000 — that would have closed as a result.

"I am prepared to stick by those figures," says Alan Nathan. "Had the contract come into force the Government could have raised the cut-off point. Our figures were for the medium to long term."

Here to stay — Meir Kattan (left) and Alan Nathan



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Underwoods put contract loss 'in perspective'

Naturally, I am pleased to see the Department of Health has deferred the introduction of the restriction of entry proposal in the new contract.

Foremost of my objections to the proposal was the secretive manner in which the negotiations were carried out, purportedly on behalf of all contractors, and the undemocratic means used thereafter in the attempt to foist it upon the profession. I am able to state categorically that this company knew nothing about the proposal until it was announced mid-May. Since then, no one formally has consulted either me as an individual pharmacist, or the tens of thousands of my fellow professionals, to obtain comment, assent or otherwise to a proposed change fundamental to the profession.

I trust the Pharmaceutical Services Negotiating Committee, having witnessed serious objection to its method of negotiation and subsequent presentation

will, in future, sufficiently communicate with contractors and the profession as a whole, so that time for proper debate on any fundamental issue is allowed. A means also needs to be devised to take proper account of the views of us all in similar circumstances.

Turning to the practical, or rather impractical, effects of the proposal. I am certain these would have been so unsatisfactory as to be potentially damaging to the profession and the public — neither PSNC nor the Ministry properly thought them through in detail. I presume everyone will agree that the proposal would have resulted in less rather than more pharmacies remaining open, and yet the UK already has the lowest number per capita in the Western world except for Mexico and Switzerland. I also understand that the leaders of the profession and the DHSS have both agreed the need for members of the public to have more sources of effective home medicines and informed advice to alleviate the pressure upon the services of GPs. This proposal would have given them less.

Also, the potential for public confusion had not been examined by the PSNC or the Ministry. A rare example perhaps, but

one which could have occasionally occurred, is that of a patient being refused a prescription supply at a pharmacy which had the stock but no contract, and unable to obtain supply at another pharmacy nearby which had the contract but not the stock. What would the public think of us in circumstances such as that? I contrast a serious practical effect — the reduction in pharmacy numbers — and a slightly ridiculous example of nuisance, merely to bring home the point that the negotiating parties did not, in my view, properly consider the potential effects of the proposal on the public. They were more concerned with their own immediate and individual interests.

The Ministry's interest was to save money, but as a result of the enlarged bureaucracy no money would have been saved at all. Very early on I asked the Ministry if consideration had been given to the cost of the proposed subcommittees but received no satisfactory reply. Only last week I saw a call from one professional voice for "full-time regional secretaries for LPCs to cope with the work caused by the minefield of legislation now being piled upon us." Would the Ministry pay for these

Continued on p675

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Continued from p672

the profession.

I was never confident that the proposed lay bodies would have been sensitive enough to future patient need in changing resident and itinerant population, or sound enough to perceive, *inter alia*, changing shopping habits. I was not satisfied that throughout the country would be entirely disinterested in the outcome of an application, nor would they have the remotest claim to expertise when reviewing matters related to market and commercial considerations. How could they be expected to have at their disposal such expertise to enable them to make a decision seen to be fair?

I do not dwell on the obvious — the frozen structure of existing pharmacies which would have occurred medium-term; the inhibition to growth of dynamic businesses; the frustration to the forward planning of very large companies; the demise of the independent; the potential for monopoly, and the inherent disadvantages therein to patient and public, and the additional, unnecessary unemployment which would have arisen.

Let us, consider what was on offer. A certain cut for thousands, sufficient to put some out of business, together with, as a result of the last stage of the negotiations, "a meaningless, watered down set of "guidelines," nothing like those originally suggested by the PSNC and sold to contractors as a means to prevent "leapfrogging."

I am content to have fought hard against the proposal, but look forward to working harder in the coming years to help the profession sort out its differences and achieve a better commercial environment for those within it.

I. Woolf

Founder and former chairman,
Underwoods (Cash Chemists) Ltd.

Appalled!

The Pharmaceutical Society's East Metropolitan Branch is appalled by the unilateral action of the Department of Health in pulling out of its agreement to implement the new contract, leaving the majority of NHS contractors in a confused and highly vulnerable position.

The Branch considers that the Government should feel morally bound to set aside Parliamentary time, early in the forthcoming session, for the enactment of such primary legislation as may be necessary to enable the new contract to be fully implemented.

Alan Asher,

Vice-chairman,
East Metropolitan Branch, PSGB.

Chemist & Druggist 12 October 1985

The great howl of protest

Negotiating a new contract was always going to involve making choices akin to the one well known to my family — do we sail on the Titanic or fly in the Hindenberg. But to find at the very moment of casting off that the Minister for Health has removed the lifeboats and parachutes as being unnecessary, must mean the voyage can never start.

All bets must be off and we should be grateful that the present (and continuing?) contract at least has the merit of a built-in hedge against the inflation which will follow the election-winning boom which is about to be engineered. That an unholy and unrepresentative combination of greedy profit-obsessed pharmacists and dispensing doctors has thwarted, at the last moment, our greatest step forward in twenty years, should warn us to beware of the essential triviality and total lack of honour of the political mind.

R. Gartside

Llanberis, Gwynedd

'Two-in-one' man comments

It was with amazement that I learnt (in the *Daily Telegraph*!) of the decision of the Department of Health to postpone implementation of the new contract legislation indefinitely!

I can only guess at the reasons why the decision was taken. It appears to me that they do not wish to introduce legislation which will be immediately challenged in the Courts. The protagonists appear to be the large companies on one hand, whose only concern is return on capital, and the British Pharmacists Association on the other, who are genuinely concerned for the effect on some small contractors.

Surely the Regulations, as proposed, can be amended to be fair, as that appears to be the contention! Closure of pharmacies could still take place — adequate compensation being offered as proposed — but not cutting the income dramatically, as previously suggested. Why not an option clause, as opposed to attrition, whereby Family Practitioner Committee's have power over transfer of contracts when pharmacies (including limited companies) change ownership, or a person wishes to retire or give up.

As a taxpayer, I am staggered that it now appears that the Government has let the tail wag the dog! That it has left the

door open to anyone to obtain an NHS pharmaceutical contract regardless of "need" to the community, and add to the NHS cost without any control is incredible. Surely restriction of right of entry is in the interests of the country as a whole and outweighs anything else.

Savings are bound to be made in the longer term and costs can be contained. Reasonable Regulations cannot be challenged in the courts. I have written on similar lines to my MP, and will be interested in the reply.

Michael Reynolds

Highcliffe, Dorset.

Prolivity and the 'JHAGSAJMD'

How very commendable of the British Pharmacists Association (UK) to allot styles to its officers which faithfully reflect the principal characteristic of its publicity campaign — prolivity to the point of literary diarrhoea.

Nonetheless, their joint-honorary-acting-general-secretary-and-joint-managing-director has made a gracious offer to the Pharmaceutical Society. I have no doubt that his suggested secondment of Mr Joey Martyn-Martin will receive precisely the consideration which it deserves. Council will doubtless remember that, for any professional body with an ounce of self-respect, the prime requirement for their publicity officers is that they be succinct, accurate and honest in the statements and impressions they give to the media. This being so, the BPA(UK)'s "JHAGSAJMD" should brace himself for a rejection of his offer.

The joint-honorary-acting...(well, you know the rest of it) also mentions surreptitious taping of BPA(UK) proceedings. Really? So an Association whose short history so far, has combined the worst elements of Orwell and Pseud's Corner now has a dash of Le Carré added too. If such taping is occurring, there may be a simple explanation: intended widespread public dissemination of the recorded material. Then, perhaps, those of us who are not privy to that Association's deliberations may finally understand a couple of points that have been most puzzling.

Firstly, why it is that an Association that has been so loud in its protestations of action and democracy has yet to publish its own alternative proposals for public debate. Given the recent serious set-back by the DHSS, BPA(UK)'s own expert proposals are more eagerly awaited than ever. Secondly, why it is that the same

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passionately democratic organisation should trans-substantiate itself into something as potentially undemocratic as a private company. So far, on both these points, we have only been proffered a deafening — if revealing — silence despite numerous requests for clarification through the pharmaceutical Press.

But perhaps there has been no taping at all. Given the Association's recent track record for accuracy and truth in its public pronouncements, I strongly urge your readers to discount any such occurrence until the BPA(UK) places incontrovertible proof before *all* pharmacists, *openly* and *democratically*. Do those words ring a bell, Mr JHAGSAJMD?

Maybe the simple answer to Mr Flynn's point is that the strains of office are beginning to tell — a short, sharp course of chlorpromazine seems indicated...

R.D. Dudley
Wellington, Somerset.

Dismay as contract fails

I was utterly dismayed to learn of the decision to defer the introduction of the new contract.

The time has now come for all like-minded independent pharmacists to write to the Minister for Health and their local MP to express their displeasure at this about turn — the immediate consequence of which will see an increase in the number of community pharmacies of approximately 700, if the present crop of applications may be used as a guide.

Make no mistake, the Government will not pay for such an inefficient use of public funds for pharmaceutical services — there will still be closures. We really must have rational location. I sincerely believe that the future of our profession is in danger of being submerged by commercial interest.

In conclusion, the British Pharmacists Association might feel triumphant but I fear the passage of time may show it has unwittingly been party to the biggest blunder in the history of our proud profession.

Mike Smith.
Ivybridge, Devon

Contract — RIP

I am not interested in "I told you so's." I am interested in a fair wage for all retail pharmacists (leapfroggers excluded).

Mr David Sharpe, chairman of the Pharmaceutical Services Negotiating Committee and Mr K. Clarke, former

Minister for Health, had agreed a contract which involved a cut in remuneration, and was grossly unfair to the smaller pharmacy. Furthermore, the method of payment to the contractor, made it obvious that the pharmacist was to remain unpaid for his/her professional advice.

I suggest that Mr Sharpe resigns, and a new chairman appointed, who will renegotiate a new contract along the lines of an enhanced Basic Practice Allowance to deter most of the smaller leapfroggers. If the Government wants to cut the cost of the pharmaceutical service, I suggest that the £2m-£4m that it wants is taken from *all* pharmacies, in a fair proportion to their prescription turnover — the "fat cats" obviously paying the lions share.

Brian Stroh
London, N19.

Quote...unquote?

In the reporting of any speech there is an element of selection and simplification. In my papers to the Lincolnshire LPC (C&D, September 28) I seem to have suffered doubly in that Xrayser has further interpreted my comments (October 5).

I did not criticize what had been achieved in respect of the new contract. I did not find the contract as a whole incomprehensible. My comments were "Here we are faced with revolutionary proposals in which a significant number of contractors are to be non-viable. This is incomprehensible because the PSNC had not no remit to negotiate people out of business, inconceivable, because it had not been found out what the needs and aspirations of those people were, and iniquitous, because the contractors have actually been paying the PSNC to do it."

Jim Bannerman
Glasgow

Editor. C&D's report differed from Mr Bannerman's version above only in the odd "i" left uncrossed or "i" left undotted. We wrote: "Contractors were faced with revolutionary proposals in which a significant number of them would be made non viable. This was incomprehensible, because the PSNC had no remit to negotiate people out of business. Inconceivable, because PSNC had not found out what the needs and aspirations of those people were. And it was iniquitous because these contractors had actually been paying PSNC to negotiate for them." If this does not amount to a criticism of the contract then Mr Bannerman must have been hoping to damn with faint praise. We carried a further full page report on his attitudinal survey of patients to Glasgow's pharmacy service.

On Xrayser's PDT button...

The article by Xrayser in your publication dated September 28 leads me to the following conclusions.

Although many have queried who Xrayser is, we now know at least who he is not! I note he "would like to see a key pad which printed entries on a roll as they are made, and drew a line when the order has been transmitted." If he was our customer he could be using such a key pad now.

For several years we have supplied our customers with an Epson HX-20 with a portable data terminal program. This program ensures that the built-in printer keeps a record of all orders entered, by PIP code. It also dates and times orders transmitted and in fact when they are erased. With this program you can have an "audit trail" of every step and check back on previous orders until you erase them.

D.G. Bower
Computer manager, Richard Daniel.

...terminal case gets the PIP

With reference to Xrayser's suggestions for improvements to key pad devices (C&D, September 28) I am happy to inform him that many wholesalers, ourselves included, are providing a printout that gives details of the order as it is entered (such as date, time, amendments etc). Indeed, one of the major reasons for so many wholesalers using the Epson HX20 as a portable data terminal is that its integral printer is able to provide just such a service. We also provide a hard copy of transmission details which include again date, time and full alphabetical description of all out of stocks or shortages, with an order number that appears on our invoice when the goods are delivered.

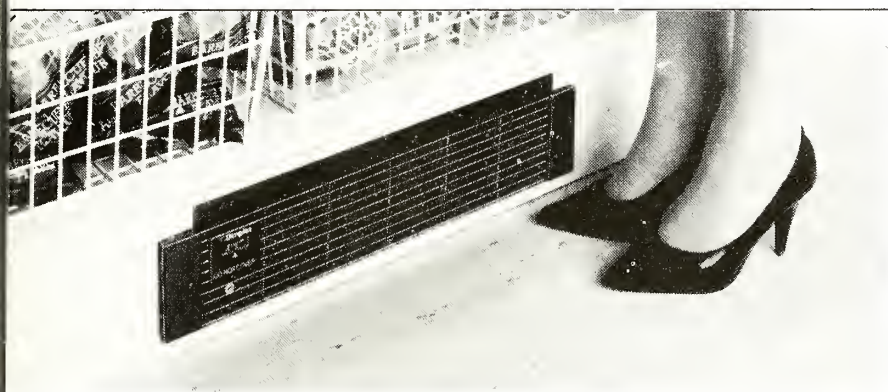
Regarding Xrayser's comments about non-standard codes, it is perhaps of interest to note that in the area which we service, an increasing number of pharmacies are using two PDTs supplied by ourselves and Herbert Ferryman. We both use the PIP code for all stock, and should the customer's first wholesaler be out of stock of an item, the task of looking up the code is not duplicated before that particular item can be ordered from the second wholesaler. This also ensures a uniform code number on the labels supplied with the product.

M.C. Young.
Operations director, Graham Tatford Ltd.

Chemist & Druggist 12 October 1985

Cold shops are empty shops!

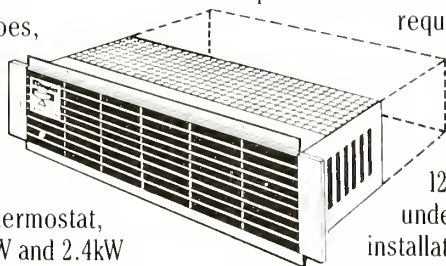
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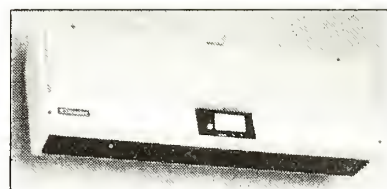
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Society concern over hospital staff crisis

The Pharmaceutical Society is seeking a meeting with the Minister for Health on the shortage of basic grade hospital pharmacists.

The Society is also writing to the Department of Health and the management side of the Pharmaceutical Whitley Council on the matter, and will press for an urgent comprehensive review of the hospital pharmaceutical service (see p653).

At the Society's Council meeting this month the Practice Committee considered the report of a meeting called by the Society on September 23 to discuss recruitment into the NHS hospital pharmaceutical service. The meeting had been attended by representatives of pharmaceutical organisations, but the Department of Health and Whitley Council management side had felt it inappropriate to send representatives.

The meeting had agreed to ask Society's Council to publish a statement expressing concern at the shortfall in grade 1 and its implications for the service, and calling for an immediate improvement in grade 1 salaries as an essential but interim step to maintain patient services, pending a full review of the hospital pharmaceutical service and of the pharmacist's role.

The Practice Committee recommended to Council that an appropriate letter should be sent to the Whitley Council and Department.

At this month's Council meeting Mr Colin Hitchings reinforced the recommendation because, he said, the hospital situation was in a perilous state. It was a perennial problem but had become acute throughout the country, particularly in the main centres of population, with London being the worst affected.

The president, Dr T.G. Booth, said that the problem had been discussed with the Minister on September 30, and Council would always continue to hammer it home whenever the opportunity arose. Mr Walker questioned whether Council was taking the matter seriously enough. He wondered whether a letter from the president to Mr Barney Hayhoe rather than to the Department might not emphasise the seriousness with which Council viewed the situation.

The Council accepted the Committee's recommendation that a letter should be sent to the Minister.

Uniformity of original packs. The Society

is to press the Department of Health to ensure uniformity in pack sizes once original pack dispensing is adopted. The current policy of the Council, on which discussions are already taking place with the Association of the British Pharmaceutical Industry, is that there should be one standard size pack.

Members of the Society's working party on original pack dispensing are to meet Mr J. Sharp, ABPI, on October 29. The ABPI has agreed to return to the description "original pack dispensing" after asking the Society to consider "patient pack dispensing."

Combatting drug abuse. The Council is to consider the best means of involving pharmacists in combatting drug abuse and drug addiction, after the Practice Committee's concern that pharmacists should take some action.

Premises fee payment. The Society is to introduce a direct debit scheme for the payment of pharmacy premises fees. The scheme will help to keep down the Society's costs, partly because of reduced time spent in data processing and partly because bank charges for direct debit items are considerably less than charges for cheque handling and clearing giro credits.

List of "qualified persons." The Society is to produce a booklet containing a list of pharmacists eligible to be "qualified persons" in the pharmaceutical industry. The booklet will be sent to the ABPI, the Proprietary Association of Great Britain and regional health authorities, and will be made available for purchase by others.

Concern over part-timer. Two members of Council are to seek a meeting with the North Western regional health authority to voice the Society's concern at the authority's proposal to appoint a part-time regional pharmaceutical officer. The post would be managerially responsible to the assistant general manager (planning) with professional access to the RHA and its chairman.

Warning cards improvement. The Society is to write to the Department of Health seeking improvement in the design of the warning cards produced by the Department and distributed by the Society. The Society will suggest that the steroid warning card should be more brightly coloured to be more easily identifiable in hospital accident and emergency departments. It has also been suggested that the monoamine oxidase inhibitor card

could be improved. The cards are prepared by the Society and the British Medical Association on behalf of the Department.

Ergotamine card. The Society is to consider the production of an ergotamine warning card as an alternative to the Wellcome Foundation's Migril card, which does not deal with other preparations containing ergotamine.

Legal résumé. A résumé of important legislative and professional changes is to be sent to all pharmacists at the same time as the annual retention fee notice, provided that the cost does not exceed £600. That decision was made following the Law Committee's consideration of a paper, presented at the British Pharmaceutical Conference, which indicated that members did not assimilate all the legal and ethical information notified to them during the year.

Appreciation. The Law Committee noted with pleasure a report from the chief investigation officer of the Ministry of Agriculture, in which he recorded his appreciation of the valuable assistance given to his officers by Mr Stanley Booth (one of the Society's inspectors) during an investigation into the unlawful administration of Ralgro.

Grants to riot pharmacies. Grants have been made out of the Society's emergency fund to two pharmacists whose pharmacies had suffered damage during the recent riots in the Handsworth area of Birmingham. The awards have been made following a visit to the pharmacies by Mr Christopher Collier (one of the Society's inspectors).

New secretary and registrar. Mr Desmond Lewis reminded Council he was retiring on October 25 and would therefore relinquish the appointment Council had given him in June. The president proposed the name of John Ferguson for the post from October 26. **Council dinner.** Among guests of the Council at dinner on October 1 were: Dr J.G. Swanton (president, Pharmaceutical Society of Northern Ireland); Mr D.J. Lawson (secretary, PSNI); Mrs Virginia Bottomley MP, Mr Gordon Oakes MP (Parliamentary adviser to the Pharmaceutical Society); Mr Ian Wigglesworth MP; Mrs B.C. Montgomery (chairman, Welsh Executive); and Mr Lance Broad (president, British Pharmaceutical Students Association).

The information pack on psoriasis mentioned last week (p637) is for pharmacists, not patients as stated. It is available from Thames Laboratories, The Old School, Lower Square, Isleworth, Middx TW7 6RL.

Chemist & Druggist 12 October 1985

Revlon set to sell — beauty business may go

Revlon have agreed to sell to American investors Forstmann Little at a total cost of about \$3 billion, in a deal which includes selling off the beauty products business.

The announcement that Revlon's shares would be sold for \$56 each was followed by a renewed bid from Florida supermarket chain Pantry Pride — who, according to a *Financial Times* report, have raised their offer to \$56.25 a share.

Michael Bergerac, chairman and chief executive of Revlon, has said the merger with Forstmann Little depends on shareholders' approval and will be discussed late November at a meeting. If the agreement is not carried through — for any reason except a breach by Forstmann

Little — Revlon pay them a \$25m fee.

Under the agreement, Revlon must sell their beauty products business before being bought by Forstmann Little. The business would go for \$900m to a group led by Adler & Shaykin, which includes members of the beauty products management team.

The Norcliffe Thayer and Reheis chemical businesses would also be sold, to American Home Products.

Mr Bergerac says the Board believes this agreement to be "an outstanding transaction and obviously in the best interest of the company."

A spokesman for Revlon in the UK said it was too early to tell how the agreement would affect them.

R-V merge with Procter & Gamble

A merger agreement between Procter & Gamble and Richardson-Vicks has led to Unilever dropping its bid for the US company (see C&D, last week). An offer from Procter & Gamble of \$69 a share is described by Unilever as exceeding the value of the business to them.

The agreement includes options and share deals giving 48.9 per cent of Richardson-Vicks' outstanding common shares to Procter & Gamble. The company also has the conditional right to buy the Oil of Ulay business. John S. Scott, president and chief executive of Richardson-Vicks, says, "Procter & Gamble are the ideal merger partner, because of our common dedication to the quality of our products". Procter & Gamble president John Smale says the company will be a wholly owned subsidiary.

Unilever say they are disappointed not to have completed a transaction which would have benefited both companies. The company, which recently raised its own bid to \$60 a share, offered its congratulations to Richardson-Vicks "on obtaining such a full price".

NCT warning for independents

The National Chamber of Trade has called on its members to resist the threat of major developments which could spell disaster for independent retailers.

Planning applications for one stop shopping and leisure complexes should be opposed by individuals and local chambers, says the NCT in its October news sheet. It cites two examples of "enormous" developments planned in Essex — one of 1.2million sq ft and one of 1.5million sq ft.

The NCT sees the proposals as a threat to traders on both sides of the Thames, with the Dartford Tunnel and the new M25 nearby. "There never was a time when united action was more necessary".

The NCT has welcomed Lord Young's 'Lifting the Burden' White Paper, as a step in the direction of lightening the businessman's load. But it is "appalled" by Government proposals for an early abolition of restrictions on retail opening hours.



Doug Doolan, Kodak national accounts manager (left) hands over an MG Metro Turbo, a dealer prize at Sangers Photographics recent centenary trade show at Edgbaston, to chief executive Frank Hatton

Park Systems have appointed the Summit Company of Singapore as agents for the sale of the company's computerised labeller.

Summit have already sold systems to various retail establishments and hospitals.

Park's senior sales representative David Coleman is due to visit the island for two weeks at the end of October to train representatives and follow up installations. Park claim a large sales potential there.

NHS drug bill up

The National Health Service drug bill continues to escalate, despite the limited list and cuts in drug companies' profitability under the Pharmaceutical Price Regulation Scheme.

Figures quoted in *The Guardian* from *Scrip*, the industry's newsletter, show that drug costs rose by £7.4m to £96.7m in May — an 8 per cent increase on the April ingredient bill, and a 2 per cent rise over May last year. *Scrip*'s own prescription price index was up 1 per cent in May, 6 per cent up on the same month last year.

Prescriptions were also up, to 26.4 million, 2 million more than in April, though the total was 3 per cent less than in May 1984.



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Rate reforms 'could save £5 billion'

A resident's tax saving the Government £5 billion is one of the reforms proposed for the rating system in a paper published by the Chartered Institute of Public Finance and Accountancy.

The aim of the reforms would be to increase local accountability and cut down central government involvement. The authors suggest that 88 per cent of spending should be raised locally instead of the present 53 per cent, and 12 per cent should come from government grants instead of 47 per cent.

A local government tax on non-domestic occupiers would go towards personal services in the country as a whole. This would mean legislation to decide on the proportion of personal service costs to be met by the residents' tax on one hand, and commerce and industry on the other.

Non-domestic tax would be collected by metropolitan districts, London boroughs and non-metropolitan districts.

"Non-domestic ratepayers as a whole would pay no more than they do at present," say the authors, who believe their system would lead to less pressure on rates, and more frequent revaluations — without dramatic changes in rate bills. Earlier this year many Scottish retailers in small businesses had their bill doubled under a review of property values (see *C&D* April 27, p882).

The paper gives two possible systems for a residents' tax. The first is a 'rough justice' plan, based on five broad income bands. Alternatively, a 'more refined version is offered, based on 15 narrower categories. "Financing Local Government: A Different Approach", CIPFA, 3 Robert Street, London WC2N 6BH (£10).

■ The National Chamber of Trade is sending a questionnaire to its members to find out their views about rate reform. This will form a basis for its response to the expected White Paper at the end of this year, says the NCT.

Boots victory

The Greater London Council has been ordered to pay £5,000 legal costs to Boots the Chemists after losing a crown court appeal hearing about fire doors.

The London Fire Brigade, which comes under the control of the GLC, had refused to grant a fire certificate to the Boots branch at Palace Gardens, Enfield, North London, because the shop used electro-magnetically retained self-closing fire doors. Boots contested the decision and at Wood Green Crown Court last week Judge Leonard Krikler allowed the appeal and made the order for costs.

The Fire Brigade claimed a survey showed that this type of door — held open by a magnetic catch and closed automatically when the fire alarm is activated — is unreliable. But Boots denied this, claiming the doors in their store were checked every day and had never failed to operate properly.

Judge Krikler — sitting with two magistrates said the Fire Brigade survey had not compared "like with like" and, in any case, the failures in the survey were not due to a breakdown in the mechanism but to other matters. He and the magistrates were of the opinion that electro-magnetically controlled doors

were safer than ordinary self-closing fire doors.

In giving his ruling Judge Krikler remarked that during the company's 136-year history not one Boots customer or member of staff had died because of fire on company premises.

Boots claimed £17,500 legal costs against the GLC but Judge Krikler ordered the lesser amount so that the fire authority would not fear the possible financial consequences of refusing fire certificates in the future.

OTC survey

Some 45 per cent of pharmacy customers say their OTC remedies are recommended by pharmacies, a new Taylor Nelson survey shows.

Four out of ten customers said the recommendation was from family or friends; only 15 per cent said their GP. Customers took advice on cough remedies in 37 per cent of cases, anti-diarrhoeals in 49 per cent and acne preparations in 32 per cent of occasions. The doctor's advice was taken most often for vitamins (32 per cent) and laxatives (21 per cent).

The information was collected in a pilot study for a new Taylor Nelson Medical survey — Counterpoint.

Nappy valley

Celatose's new disposable nappy factory at Ebbw Vale has been opened by Secretary for Wales Nicholas Edwards.

The new building replaces the previous factory, destroyed by fire on the same site in February. It has double the capacity of the old building and the company says its four production lines can produce 360 million nappies a year.

By the end of the year Celatose hope to increase staff at the factory from 173 to 250, and they plan a second UK plant.

EVENTS

Monday, October 14

Southampton & District Branch, Pharmaceutical Society. at 7.30pm. A visit to Brome and Schimmer, Romsey.

Wednesday, October 16

Bath & District Branch, Pharmaceutical Society. School of Pharmacy and Pharmacology, Bath University, Room 5 West 2.4 at 7.30pm. Part II postgraduate refresher course "Adverse reactions and interactions."

British Pharmacists Association (UK) Ltd. Racecourse Hotel, Littleton Road, Southwood, Manchester at 7.30pm. Further details from Aubrey Feingold tel 061-624 1229.

Thursday, October 17

Bedfordshire Branch, Pharmaceutical Society. Bird-in-Hand, Henlow Camp Crossroads, on the Hitchin/Bedford Road, at 8pm. Mrs M Sharpe on "The Treatment of Drug Addiction."

Dundee & Eastern Scottish Branch, Pharmaceutical Society. lecture theatre 3, Ninewells Medical School at 7.30pm. Dr J. McManus, Geology Department, University of Dundee, on "The Tay Estuary."

Halifax & District Branch, Pharmaceutical Society. postgraduate medical centre, Halifax General Hospital at 7.30pm. Presentation by Professor Lacey, microbiologist. A joint meeting with the BMA.

Manchester, Salford & District, National Pharmaceutical Association. member's suite, conference centre, Lancashire County Cricket Club, Talbot Road, Old Trafford, Manchester at 7.30pm. Mr Alan Smith, chief executive, PSNC, will be the speaker.

British Pharmacists Association (UK) Ltd. Cresta Court Hotel, Altrincham, at 7.30pm. Further details from Aubrey Feingold as above.

Friday, October 18

Fylde Pharmacy Forum, postgraduate centre, Victoria Hospital at 8pm. Mr J. Grant will show films on alcoholism and severe bronchitis.

Advance information

National Pharmaceutical Association. Spiders Web Motel, Watford By Pass (A41), Watford, Herts at 7pm, on Tuesday, November 5. The course takes a practical approach to business management development led by Ken Hersey, chairman of Irenicon Limited. Fees £295 (plus £44.25 reclaimable VAT). Applications and further information from the NPA.

Scottish Area, College of Pharmacy Practice. Gleddeoch Golf and Country Club, Langbank, Renfrewshire on Tuesday, November 19 at 9.45am. The study day will include an update on the College in Scotland, report by the chairman of the Board, studies and presentations on labelling, and discussions on research in the College. Lunch and tea are provided. Application forms and further information from the secretary, the College of Pharmacy Practice, 1 Lambeth High Street, London SE1 7JN.

Numark Training Seminars on Sanpro with Kimberly-Clark, haircare with Wella, and incontinence with Robinsons of Chesterfield. Seminars will cover product knowledge, merchandising and selling through. Further details from local Numark wholesaler or from Numark central office, 51 Boreham Road, Warminster, Wilts BA12 9JU (tel 0985 215555).

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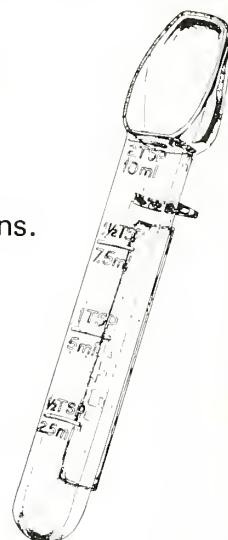
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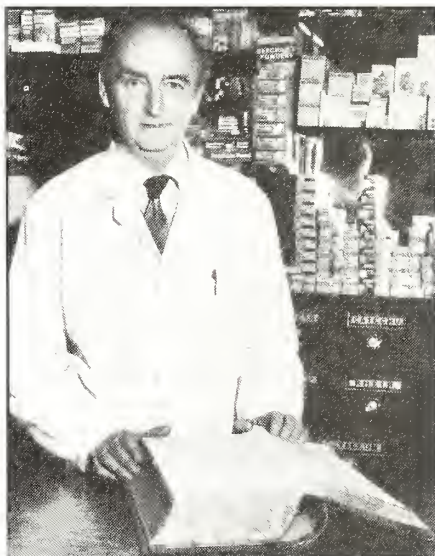
Ton-up for IoM pharmacy

John Hemensley has recently become something of a celebrity in his hometown of Douglas, Isle of Man.

A window display to celebrate one hundred years of family involvement in the Windsor Road pharmacy, has prompted visits from the local paper, the Museum, the Victorian Society, and an interview on local radio. Locals and holidaymakers too have visited the shop to discuss the various items on display or to reminisce.

In 1885 Mr J.J. Frowde, an optician and pharmacist, bought an existing pharmacy and opticians shop and the business has been in the family ever since. It passed to Bert Hemensley, John's father who qualified as an optician and pharmacist in 1921 and then to John himself, who qualified in 1948.

The window display was the idea of Margaret Hemensley, John's wife and includes old glass and porcelain medicine bottles and ointment jars; two terracotta heads are used to display spectacles; and



Mr Hemensley in his pharmacy

one of several leather bound prescription books dating from the 1900s. A pill making machine has aroused much interest and a Crook's radiometer has brought many locals into the shop who remember standing outside as school children and watching the contraption as it was activated by the sun's rays. Some of Mr Frowde's remedies are still made up today, including Frowde's Anodyne cough mixture from a recipe dating back to 1784.

The window display will continue until after a celebration dinner for thirty members of staff, past and present, on October 12.

Blum resigns from API

Mr Brian Lewis has become chairman of the Association of Pharmaceutical Importers following the resignation of Stanley Blum. Mr Blum's importing company, Bomore Medical Supplies, has called in the receiver.

"We regret his resignation, but the reasons are to do with business problems, and he did not wish to embarrass API," Mr Lewis told *C&D*. "He was instrumental in organising the Association, and was in the forefront of various actions we have taken, such as the HD court case."

The API is close to finalising an agreement on overprinting and repackaging for imports. The operation is being contracted out and should come on line early next year.

"We have had almost 100 licences through. This will not yet give us the volume to justify the expense, but we have got to get started," said Mr Lewis.

Mr Paul Balcombe, Spectrum Marketing, replaces Mr Blum on the management committee.



Blue Stratos Sport are sponsoring the 1985 under-23 squash championships. The mens closed championship in Ealing was won by Jamie Hickox of Richmond for the third year running. Shulton chairman Iain Forsythe (middle) presented the trophy

Postscript...

The *Banbury Guardian*, of September 19: "A plan to steal drugs from Cross Chemists went awry when thieves knocked a hole through to the wrong shop. They climbed into a dry cleaners, but undeterred returned the next night unaware that police were waiting.

Revealed: Young pharmacists

Plans for a Young Pharmacist Group are being unveiled at a series of meetings this Autumn, starting with one at the Pharmaceutical Society's headquarters on Sunday, October 27 at 3.30pm.

One of the instigators, ex-BPSA president Peter Joshua told *C&D* that the new group would not have an age limit, rather like the Young Liberals or the Young Conservatives. The meetings will launch the group and detail the organisation and how it is proposed to work.

Mr Joshua says that the Young Pharmacists Group will present a forum for pharmacists from any branch of pharmacy to get together to discuss ideas. The idea would then be to put those ideas through normal Society channels. More meetings are planned (*Events p680*).

LRC — three quit

Three non-executive directors are resigning from LRC International after a boardroom row.

The three are quitting after a board decision that Mr Alan Woltz, LRC's American chief executive, should also take over the role of chairman, according to the *Financial Times*. The *FT* attributes the move to personality clashes.

The three outgoing directors are current chairman Donald Seymour, Harold Whittall and Martin Lampard.

APPOINTMENTS

Addis Ltd: Robin Pegna has been appointed deputy managing director. In addition to his role as marketing director. Mr Pegna joined Addis in July 1984, from Mitre Sports.

Shulton: David Campbell becomes marketing director for the UK. Mr Campbell was previously marketing manager, and headed the team working on the launch of the Insignia fragrance.

DEATHS

Amor: Ernest Amor, former director and chairman of Kodak Ltd, aged 84. Mr Amor joined the Kodak research laboratory at 16 in 1917, and became chairman in 1966.

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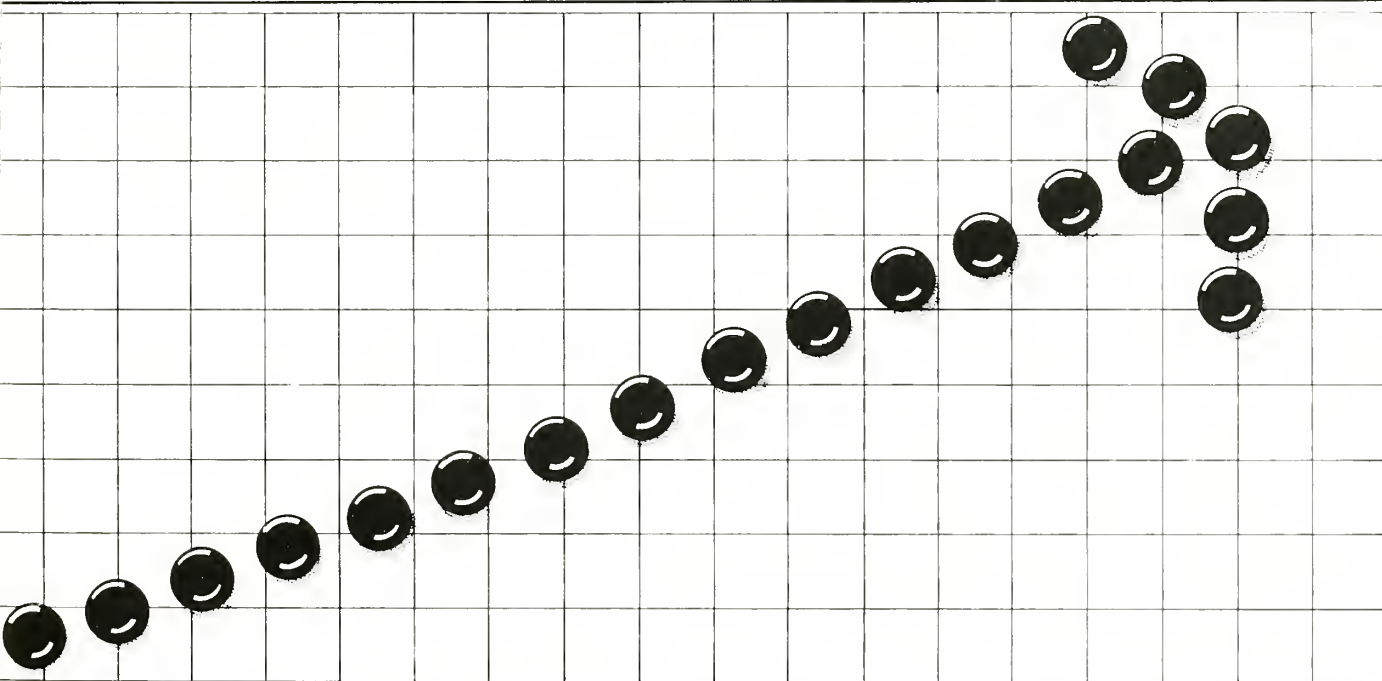
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1. Ref: Ashley, K.C. 1984. The antimicrobial properties of two commonly used antiseptic mouthwashes – Corsodyl and Oraldene. *Journal of Applied Bacteriology* **56**, 221-225.

Oraldene Prescribing Information: **Composition:** Clear red-coloured solution containing hexetidine 0.10%. **Indications:** Anti-infective agent indicated for mouth infections such as gingivitis, pyorrhoea, stomatitis. Also of value in aphthous ulcers, dental ulcers, halitosis, pre- and post-dental surgery, oral thrush and in geriatric nursing. It is also of value as an adjuvant of systemic therapy in tonsillitis and pharyngitis. **Dosage:** Adults and children rinse the mouth or gargle with at least 15ml of Oraldene two or three times a day. Oraldene should not be diluted. **Contra-indications, Warnings etc:** Oraldene has no known contra-indications, it should not be taken internally. Very rarely mild local irritation of the buccal tissues. **Product Licence Number:** 0019/5022. **Cost:** 100ml x 12 List Price ex VAT – £6.61, 200ml x 12 List Price ex VAT – £10.09.